

The

CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

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VOL. CXVIII.

APRIL 22, 1933

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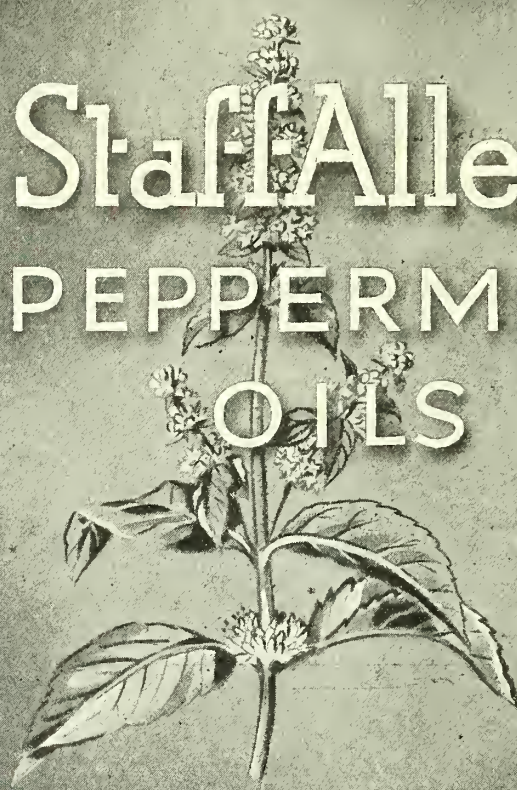
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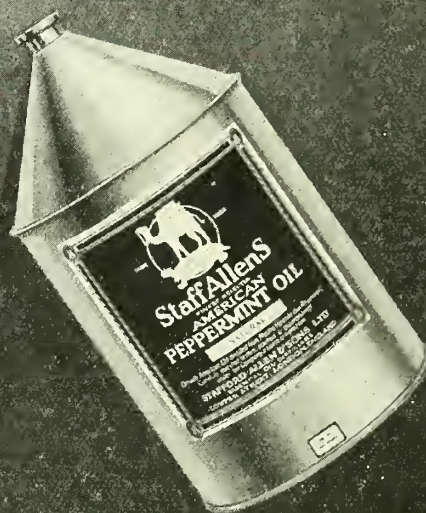
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Elasto

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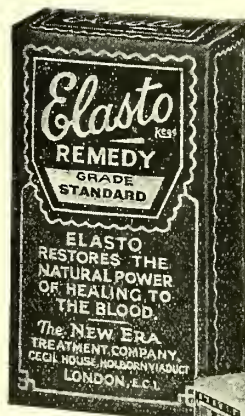
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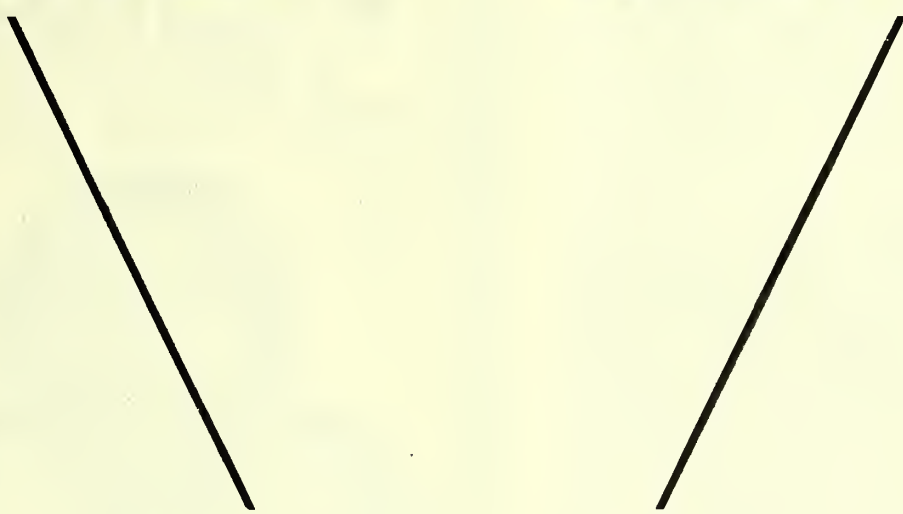
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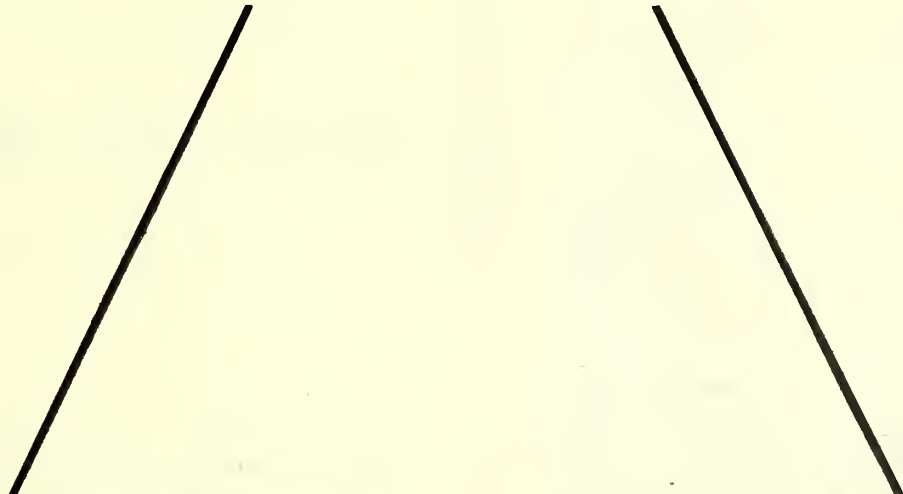


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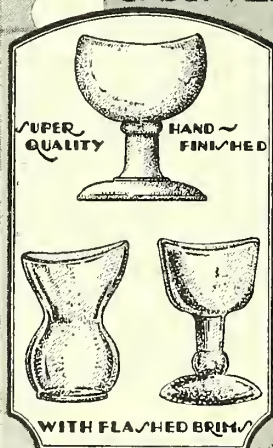
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When treated only
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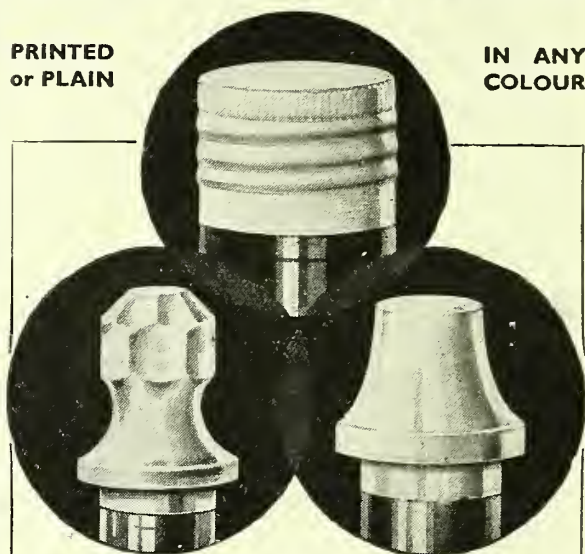
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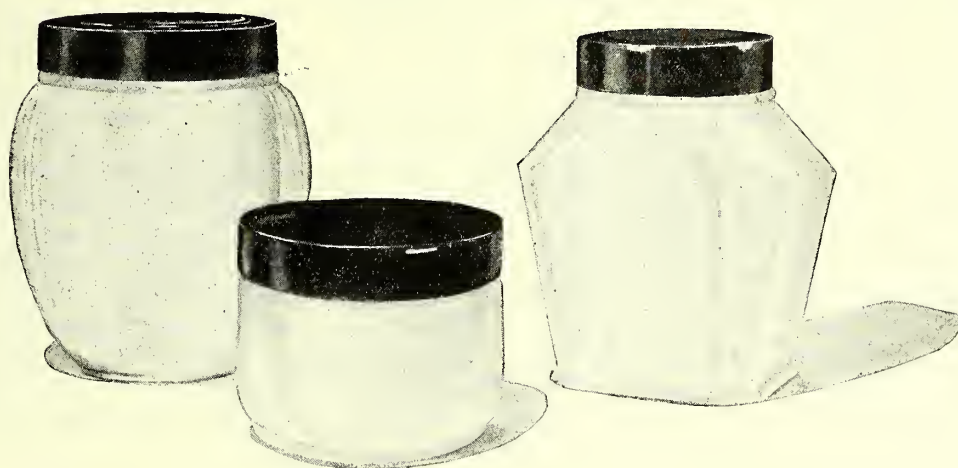
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The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

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Profitable Toilet Preparations for Summer Business



SUNBURN LOTION
In triangular frosted glass bottle with appropriate label. Natural and Rachel.



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A strengthening and stimulating dressing for the Hair.

MADE IN OUR
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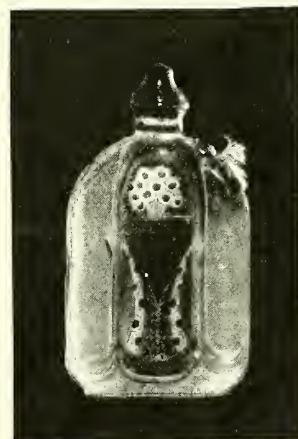
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In attractive glass jar with Bakelite cap. Cologne, Verbena, and Lavender.



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A very refreshing and invigorating preparation for the Bath.



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For keeping hair in position after waving. Pleasantly perfumed.

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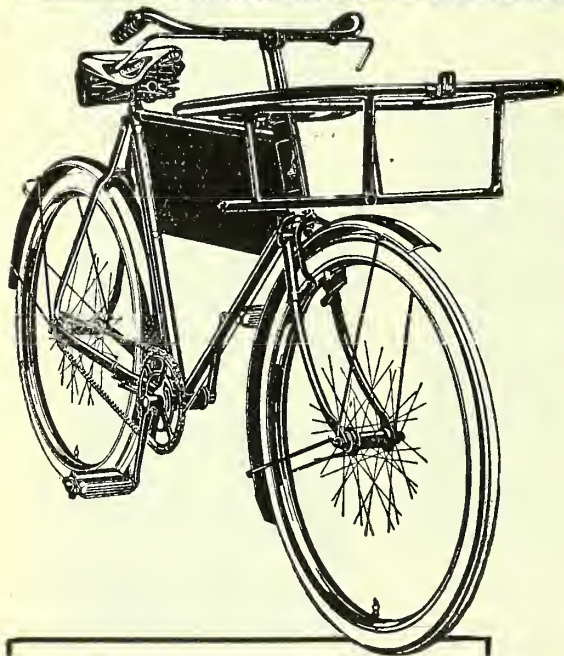
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EVERY RALEIGH CARRIER CYCLE has the
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A NEW BRITISH PRODUCT



20 oz. SIZE, PRICE



8 oz. SIZE, PRICE 1/6



BARREL T
SPRAYER
PRICE 1/9

4 oz. SIZE, PRICE 9d.



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PROFIT

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A NEW **BRITISH** PRODUCT

THE PRODUCT

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4 oz. Size	-	Price 9d.	Attachment Sprayer to fit 4 oz. Size	Price 1/-
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20 oz. "	-	" 3/-	from 8 oz. or 20 oz. Tins)	- " 1/9

The 20 oz. Size and the Barrel Type Sprayers are boxed in half dozens, the remainder in dozens, and Retailers are respectfully asked to make up their Orders in such a manner as to avoid splitting boxes.

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Discount $33\frac{1}{3}\%$ off Face Value.

Carriage Paid. Free Packing. 30 days Credit.

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1 doz.	4 oz. Tins Liquid Keating's	-	0	9	0
1 "	8 oz. " " "	-	0	18	0
$\frac{1}{2}$ "	20 oz. " " "	-	0	18	0
1 "	Attachment Sprayers	-	0	12	0
$\frac{1}{2}$ "	Barrel Type Sprayers	-	0	10	6
			£3	7	6
Less Discount $33\frac{1}{3}\%$			£1	2	6
NETT COST			£2	5	0

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Bay Rum
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for
2 months
May &
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We give you with orders of 3 doz. assorted (1 doz. large min.) —a bonus of 1 dozen miniature size FREE carriage paid. These miniature bottles retail at 6d.

2 doz. 1/3 size	cost	18. 0	sell for	1. 10. 0
1 " 1/9 "	" "	12. 6	" "	1. 1. 0
1 " 6d. "	" "	free	" "	6. 0
		<u>£1. 10. 6</u>		<u>£2. 17. 0</u>

With 6 doz. assorted, a bonus of 3 doz. miniature size free.

Showcards and display stands free. A window or counter display of NUFIX will readily dispose of this small quantity.

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THE NOW POPULAR "MIDDLE-WEIGHT" LINE



No. 360 (B.C.)	} Bone Handle Middle Length Head	} 10/- per dozen
" 361 (Y.C.)		
" 363 (H.or M.)		
" 364 (V.H.Y.)		

MADE IN ENGLAND BY

Addis
ESTD. 1780
REGD

BRUSH WORKS, HERTFORD

Silk's

ONE DROP PERFUME

VERY handy for a lady's bag, convenient to use.

Sells at sight if shown on counter. Good profit, satisfied customers and repeat orders.
1/6 size 12/- doz.
2/6 size 18/- doz.



SILK'S TOILET Co., 8 & 9 Red Lion St., London, W.C.1

TAYLOR'S CIMOLITE TOILET POWDER

THE PERFECT POWDER FOR NURSERY USE



A perfectly bland and non-irritating Powder. Invaluable in all cases of Excoriations, Chafing, Roughness of the Skin, etc. Recommended by eminent skin doctors and recognised as the leading Toilet Powder for over 70 years by the nursing profession. Used in the Royal Households.

In deference to the many requests received from users of "CIMOLITE," a sprinkler tin to retail at 1/1½ is now available. This new packing is in addition to the familiar 1/1½ packet which is still on the market.

When ordering please specify TINS or PACKETS.

"CIMOLITE," in all sizes, also CIMOLITE SOAP AND CREAM, is stocked by all Wholesale Chemists and Druggists.

TERMS and ILLUSTRATED PRICE LISTS, also ATTRACTIVE SHOW-CARDS, Counter Bills and other selling literature, obtainable from
JOHN TAYLOR, 30 Baker Street, Portman Square, LONDON, W.1

CAPTURE THE *Children's* MARKET!



WE produced Camilatone Children's Beauty Shampoo solely to help you meet to-day's need for a *really good* children's shampoo. And the success which it is achieving everywhere proves it is the shampoo you have been waiting for.

Possessing the same beneficial and beautifying qualities of its famous predecessor, Camilatone Children's Beauty Shampoo makes young hair grow strong and well-nourished, free from harmful scalp scurf and with all its natural transparency and youthful beauty retained.

Think what this means to the mothers among *your* customers. Then be quick to exploit the large children's market in your district with a shampoo that has been specially made by Camilatone to capture it. Remember other retailers are already reaping a big harvest of business from this new line. You can do the same. But hurry up.



Write to us on your own Trade letter heading and we shall be pleased to send you a sample packet of Camilatone Children's Shampoo together with Trade Terms.

Camilatone

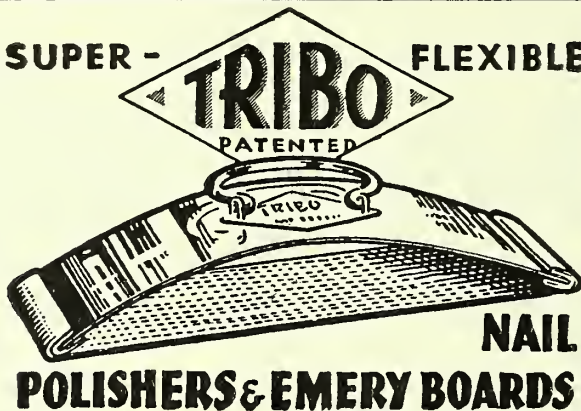
Beauty
CHILDREN'S SHAMPOO 4^D

CAMILATONE LTD., 59 OAK GROVE, CRICKLEWOOD, LONDON, N.W.2

SUPER -

FLEXIBLE

**RETAIL
PRICE
6^d.
EACH**



**TRADE
PRICE
4/-
DOZEN**

**NAIL
POLISHERS & EMERY BOARDS**

ALL PACKED IN DISPLAY OUTERS OF 1 DOZEN.

TRIBO FLEXIBLE NAIL POLISHERS. Spring Mounted Flexible Holder and Taped Chamois Leather, complete in carton.

REFILLS FOR ABOVE, two in a carton.

TRIBO FLEXIBLE EMERY BOARDS. Spring Mounted Flexible Holder with Coarse and Fine Flexible Emery Boards, each in carton.

REFILLS FOR ABOVE, Coarse and Fine, four in carton.

SOLE CONCESSIONAIRES:

Also
"Tribo" Professional
Nail Polishers.

**SOLPORT
BROTHERS LIMITED**

Retail 4/6 each
Per dozen 36/-

184-192 GOSWELL ROAD, LONDON, E.C.1

Supplies obtainable from all Wholesalers.

**FOR OVER 25 YEARS THE
MOST POPULAR FIXATIVE**

*and still well ahead
of all others*



Anzora sales continue to increase by leaps and bounds. The first, finest and still the most popular fixative, it is beating all previous sales records. Consistent and forceful National advertising is swelling the already huge army of Anzora buyers. It's well worth your while to keep the Anzora bottle well-displayed. Remember—millions of men prefer and regularly use Anzora—a real 'bread and butter' line, and BRITISH!

**ANZORA
CREAM & VIOLA
BOTH MASTER THE HAIR**

ANZORA PERFUMERY CO., LTD.
LONDON, N.W.6

TRADE TERMS
Small size sells at 1/-
8/- dozen.
Medium size sells at 1/6
12/- dozen.
Large size sells at 2/6
20/- dozen.
These prices do not apply to
the I. F. S.

**SELL TO
MOTORISTS**

HERE is the Soap you have been looking for. A pumice block which looks like a high grade toilet soap—and lathers like one, too. And at a price which is within the reach of all.

**CALVERT'S
PUMICE SOAP**

SPECIAL OFFER

On orders of £4
2/- doz. less 10% and 2½% cash

On orders of 54/-
2/- doz. less 5% and 2½% cash

NOTE.—Orders need not be confined to Calvert's Pumice Soap solely, but can include any of our other well-known lines.

F. C. CALVERT & CO., LTD., Manchester



VALUE

Today's Buying Stimulant

The store that is holding its own today . . . that is building up standards and sales for tomorrow, is the one offering merchandise of recognized VALUE.

That's why on thriving counters throughout the country, you find the HARRIET HUBBARD AYER preparations.

Women have learned what VALUE in these preparations means . . . that quality stands for "the best" . . . that sincerity in claim means faithful performance . . . that economy in cost means the finest preparations available at moderate prices.

Thus, this year above all, the home-treatment preparations of HARRIET HUBBARD AYER mean sure sales. Widespread and dignified national advertising will, as usual, be attracting new users. And the VALUE of the preparations, known to old users, readily recognized by new ones, will sell and re-sell these preparations today and for days to come!

HARRIET HUBBARD AYER
BEAUTY PREPARATIONS Ltd.

130 Regent Street, London, W.1

New York

Paris

Montreal

Mercolized Wax

for the Complexion

Extensively Advertised. Always in Demand.

*There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain.*

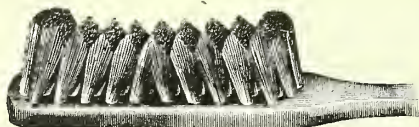
Stallax

*a Shampoo—also popular,
and shows a handsome profit.*



Telephone,
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Dearborn
(1923) Limited
37 Gray's Inn Rd. London. W.C.1.



BOTH-WAYS TOOTH BRUSH

ATTRACTIVE — EFFECTIVE —
DURABLE

HARD BRISTLE IN BEST BONE HANDLES

KEEPS ITS STIFFNESS

Gent's 11/- Lady's 8/-
(In single cartons 1/- per dozen extra)

Bone Eyebrow Brushes 24/- per gross

Erinoid Eyelash and Eyebrow Sets
6/6 per dozen sets

□ □ □



BIDWELLS,
AXMINSTER BIDWELL BIDWELL & CO LIMITED.

G. B. KENT & SONS, LTD.

Are known the World over as
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BEST BRITISH BRUSHES

Please write for full Particulars to:
75 FARRINGTON ROAD, E.C.1

8 1/2% gross
125% PROFIT
3-HOLE TYPE
SELL AT 1/6 DOZ.

15 1/2% gross
100% PROFIT
SLOT TYPE
SELL AT 2/6 DOZ.

5 1/2% gross
120% PROFIT
3-HOLE TYPE
SELL AT 1/6 DOZ.

'OCEAN' BLADES

BRITISH-MADE AND BEST OF ALL.

Made from first quality steel by improved method guaranteeing super-keen edge. Over a hundred million sold to date. No better blade obtainable at any price.

'OCEAN UNIVERSAL'

The super-quality Blade which fits every kind of slot, stud or 3-peg razor holder.

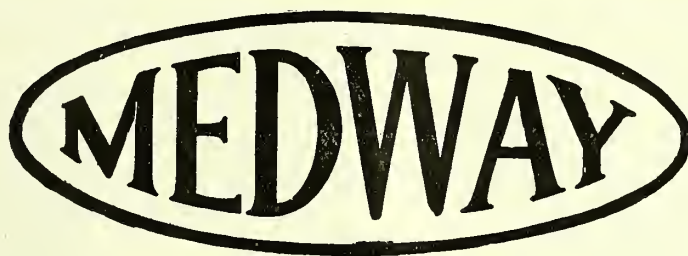
'CONQUEROR' BLADES

Knock-out value in a PENNY Blade. Unquestionably the finest blade obtainable at the price. Best silver steel used.

Samples and attractive showcards free. Leading wholesalers stock all blades. For direct supplies send P.O. or Cheque to

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Blades also made under customer's own name—
state quantity.....



CORRUGATED PAPERS

(in rolls up to 78 inches wide)

PIECES, BOARDS & BOXES

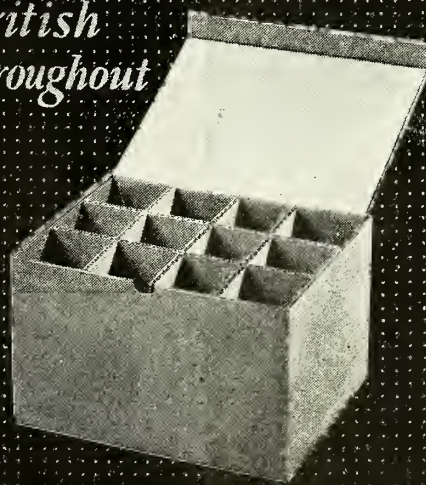
*All corrugated productions
are manufactured from our own British made
strawpaper, produced from British
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*British
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Telephone: Maidstone 4168
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Of course you've heard about
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It's going to be
a splendid affair

We want you to join us

It's in aid
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..... that's fine



Write to me at THE BRITISH XYLONITE CO. LTD.
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“All in” Super Concentrates to produce COLOGNE PERFUMES

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10/- Pint.

Eau de Cologne
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TO PRODUCE
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PINT EAU
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TAKE



EXTRA
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“SUPER CONCENTRATE” 1 OZ.
METHYLATED SPIRIT - - 19 OZS.

MIX, AND PERFUME IS THEN READY FOR USE.

By this process, fragrant refreshing Perfumes are possible
at a very low cost.

CLAYTON & JOWETT, Ltd., 46 Wood St., Liverpool

Three very profitable blades to stock

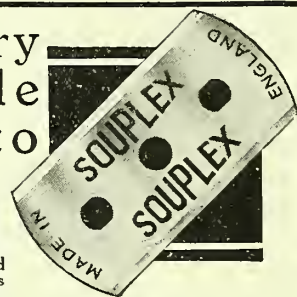
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Made of specially selected steel and ground by an entirely new process which gives a keen lasting edge. Souplex are being bought instead of more expensive blades.

Retail at Your Profit
2^d each 92⁰/100

And the NEW
SOUPLEX Combless
Razor, sells at 2/6

Awarded GOLD MEDAL at the
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Inventions, 1932



“BIG BEN”

A marvel of keenness and durability, this new blade will be found superior to the most expensive blades on the market.

Retail at Big
3^d each Profits

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The most popular penny blade. Gives clean shaves for many days. Millions have been sold and sales are rapidly increasing.

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ALL WIDELY ADVERTISED
Get your stocks to-day



Get supplies from your usual wholesaler, or, if
any difficulty, write to SOUPLEX Ltd., Morecambe.

*The Biggest Value
ever offered*

THE NEW MYATT RAZOR SET **1/9** **COMPLETE**

**TRADE TERMS
TO RETAILERS**

Set No. 100
1/9 each less 25%
Quantities of 1 doz. or
more, 21/- doz. less
30% showing a profit of

43%
ON COST

Have you placed your order for the new Myatt Daymark Razor Set that sells at 1/9? Look at the value.

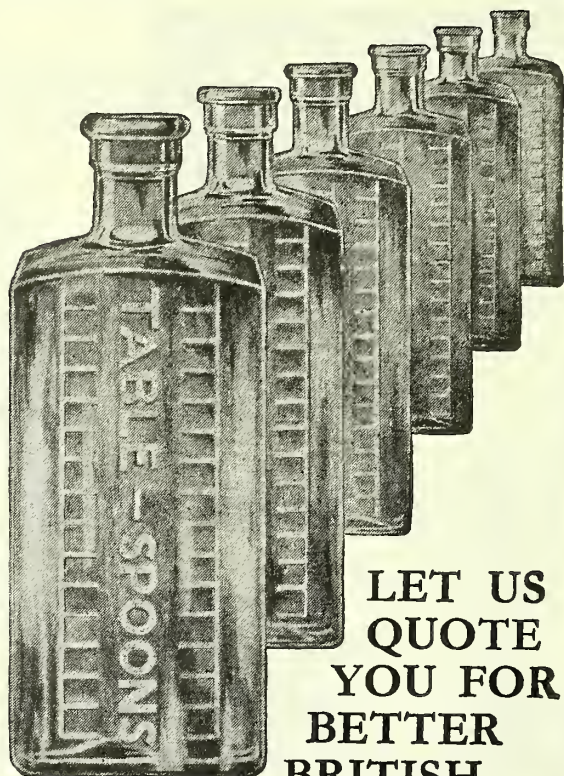
- 1** Myatt Daymark 3-peg plated safety razor with the exclusive gutter channel that does away with exposed prongs.
- 2** Myatt Daymark Blade.
- 3** Metal spare blade box.
- 4** Myatt made velvet lined metal case with domed snap lid.

Big advertising is on the point of being released and a big demand is assured. Be sure YOU have a stock in anticipation. Order from your wholesaler today!

MYATT
DAYMARK RAZORS & BLADES

MADE IN ENGLAND BY A 100% BRITISH COMPANY

Sole Manufacturers: W. J. MYATT & CO., LTD., Argent Works, Birmingham



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YOU FOR
BETTER
BRITISH
BOTTLES

For eighty years or so we have been making bottles of every description, so we can claim to know something of Drug Trade Requirements.

Hand or machine made bottles of every type—sturdy and accurate and well finished—we can supply whatever you need.

Bottles of first class quality at highly competitive prices. It will pay you to ask us to quote for your next order.

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OF EVERY
DESCRIPTION

Send us your Enquiries,
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METALLIC CAPSULES
for all purposes.

The Tonkin Metallic Capsule Co.

Proprietors

C. Olley & Sons, Ltd.

Now is the
time
to display

**DRUMMER
DYES**

because your customers
are seeking ways of
saving money on clothes

safe
easy



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EDGE'S

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Mermaid

CELLOPHANE WRAPPED

REGD.

FACE CLOTHS

A NEW 6d. LINE

In a charming new pack holding one dozen. MERMAID face cloths are well known for their high quality and good value. This new line (in hygienic packing) to retail at 6d. is sure to be popular. Made of a specially woven white cloth, with coloured shell stitched edges. Size 12 in. x 12 in. THE NEW DISPLAY CASE (as illustrated) occupies but little space. It is printed in delightful colours, and is a real sales aid.

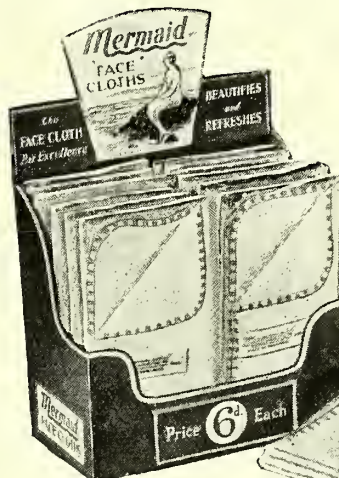
PRICE **4/-** PER DOZEN

39 & 40 Shoe Lane
and
30 St. Bride Street
LONDON E.C.4



Telephones
Central 3469 & 4933

Telegrams
Sachapuff Lud
London

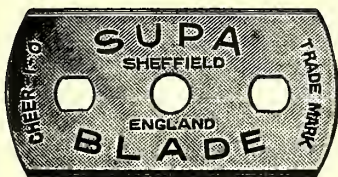


MERMAID
SALES
ARE EASY

Stocked by S. MAW, SON & SONS, LTD., & other leading wholesale houses

SUPA CHEER-I-O BLADES

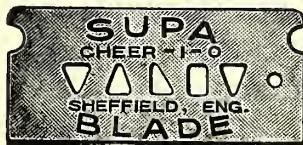
2^D
EACH



IN
THREE
PATTERNS



IN
THREE
PATTERNS



Manufactured by

THE WAFER RAZOR Co., Ltd.
EARSHAM STREET, SHEFFIELD

QUALITY The blade the Public have heard so much about on the air.

WILL TELL

WANIE

Still the 'Best Seller'

Single-sided 10/- per 100
Three-hole 8/- per gross

Send for sample to Dept. C.D.
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CUT your Filling COSTS in HALF!

Simple and effective, this snappy little machine gives maximum production at a minimum of cost. No trouble to charge. Easy to operate and clean, whilst equally suitable for Sprinkler Neck or ordinary containers with light or heavy preparations.

The 'LAUDER' BOTTLE FILLING MACHINE (No. 4A)

(Patent pending)

is strongly made of STAINLESS STEEL (2½ galls. capacity) and fitted with our latest self-contained valve. Compressed air simply and easily generated with small foot pump supplied and regulated by adjustable safety valve (can be used for Gravity Filling also).

Beware of spurious imitations!

Full particulars from Sole Manufacturer:

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THE EXTRA PHARMACOPŒIA

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An up-to-date book of reference containing concise and easily-found information on the clinical use of modern chemicals and drugs—characters, dosage, methods of prescribing, etc. The Posological Index contains over 12,000 items.

A synopsis of the principal Changes and Additions in the new B.P. is incorporated.

Pharmaceutical Journal, Oct. 15th, 1932, says: "It is impossible to imagine, even in this time of financial stringency, any dispensary bookshelf being complete without it."

Descriptive leaflet on request.

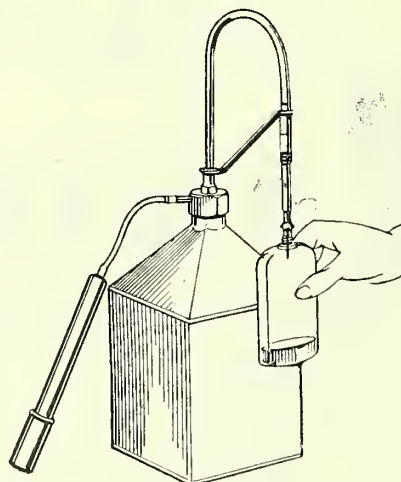
LONDON: H. K. LEWIS & CO. LTD., 136 GOWER ST., W.C.1, also from W. MARTINDALE, 12 NEW CAVENDISH ST., W.1.

TOOGOOD'S BOTTLE FILLING APPARATUS for Sprinkler-neck Bottles

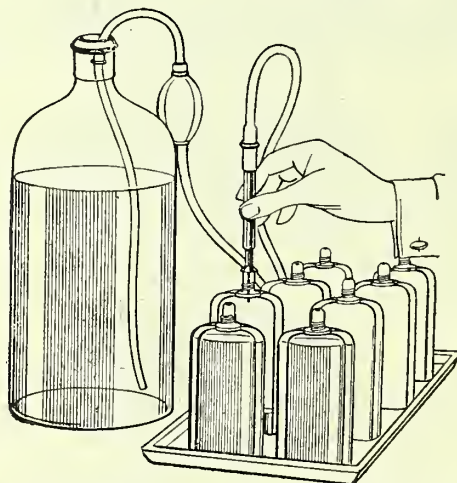
A new type of Filling Valve

Prov. Patent No. 30222

Made in
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Thin Liquids.

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*Doctors have known and prescribed
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**NOW, its wider use
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As medical science advances, Argyrol is used increasingly by Hospitals and Physicians to combat the virulent and obstinate strains of micro-organisms which are found to invade the delicate mucous membranes. The Medical Profession is now being reminded by literature and specialised advertising in the principal Medical Journals that Argyrol is an original product, unique in composition and therapeutic effectiveness. Be sure that you have genuine Argyrol brand Silver Vitellin available for prescriptions.

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SPECIAL DISPLAY OFFER.

"CLEAR CORN"

(P.F.102 INDIAN CORN CURE)

CORN & SEG REMOVER

RETAIL PRICE 7½d.

Hermetically sealed. NO TROUBLE WITH LEAKERS.

TERMS : Per 12 doz. 4/6 doz. with 18 bonus
6 doz. do. " 9 "
3 doz. do. " 3 "

Minimum Order of 3 doz. Carriage. Free "Package."

DISPLAY MATERIAL. Showcard 19" x 8". Twin Tier
Outer, Handbills.

Order direct or through your wholesaler.

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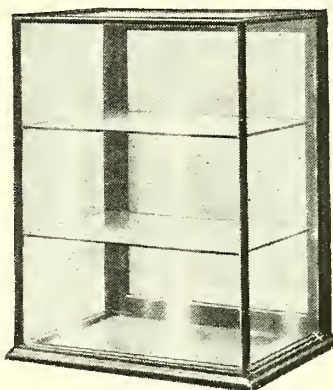
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THE CHEMIST & DRUGGIST

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SPECIAL OFFER OF COUNTER SHOWCASES



No. H 2863. Useful counter showcase with oak or mahogany frame. First quality glass front, sides and top with hinged glass door at back. Interior fitted with two plate glass shelves, ¾" thick, polished edges. Size overall :—

30 ins. high x 24 ins. wide x 18 ins. back to front
Price 59/6 each

No. H 71. A similar showcase to the above but size overall :—24 ins. high x 15 ins. wide x 15 ins. back to front.

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'DOMCO' (Regd.) B.P.C. SURGICAL DRESSINGS

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SHOW YOU A BETTER MARGIN.

OWN NAME LABELS SUPPLIED

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MANCHESTER

P.A.T.A. WHOLESALERS

ALL CHEMISTS' PROPRIETARIES

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THE EFFECTIVE TREATMENT FOR PILES

3/- PER JAR

Liberal Trade Terms

THE EMKOLENE MANUFACTURING CO.

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or all wholesalers.

SALES OF "TENZ" TAKE AWAY THE BREATH

*"Tenz," the tablets that sweeten the breath without scenting it, are being used by people in every walk of life.**"Tenz" Antiseptic Tablets instantly remove all odours from the breath. There is a universal demand for this line. Keep the dainty Display Box on your counter, and get your share of the sales. Sells at 3d. per tube and shows big profits. Order direct or from your usual Wholesaler.***Tenz Manufacturing Co., 8 Fairfield St., Manchester**

10,000 Attractive Leaflets 27/6, 5,000, 17/6

Carriage Paid

Good, clean, bright work that will increase trade. A Post Card will bring you full information and samples.

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SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.
 Trial size 8d. per doz. ... 6/-
 1/4 size, per doz. ... 12/-
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Forster's Eldon Vapouriser FOR USE WITH NIGHT LIGHT

Retail, 1/9. Wholesale, 15/-.
 Also Forster's "Fenolin Fluid" For Whooping Cough.
 Write for particulars
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"Laceys" REDUCING CHEWING GUM

The Slimming Season is Here

7,250,000 people are being told about LACEYS' REDUCING CHEWING GUM. LACEYS is unique in that it is the only product of its kind. Women will buy LACEYS as the most convenient form of Slimming. Order from your usual Wholesaler.

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MEDICAL FLATS. PANELS, POISONS

Good Quality
Keen Prices

GLASS BOTTLES

Buy from the actual makers

Wm. HANSON & SONS, Ltd.,
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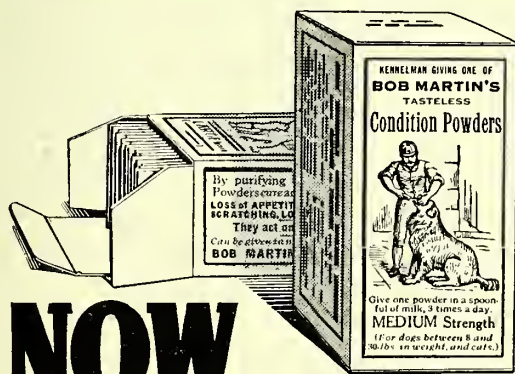
CHEMISTS' FITTINGS OF EVERY DESCRIPTION. NEW AND SECONDHAND.

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Cachet CLOSING and FILLING machines
 4/6 to 52/6
 to suit all Dispensing Requirements.
 WRITE FOR ILLUSTRATED LIST.
THOS. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4.

STILL MORE PROFIT FROM BOB MARTIN LINES

*Two items of NEWS which can be making
money for you in a few hours*



NOW 21 POWDERS

in 1/- boxes of Bob Martin's
Condition Powders instead of
18 as previously

With 21 powders in the 1/- boxes of Condition Powders Bob Martin's now give dog-owners better value for their money than ever. Sales of 1/- boxes are growing every day because shrewd Chemists are pointing out to their customers that 1/- boxes of Bob Martin's Condition Powders now contain 21 powders, and are making 1/- sales instead of 6d. sales.

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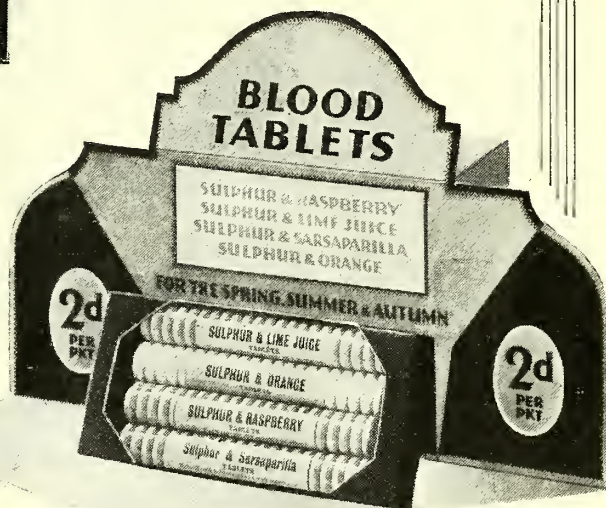
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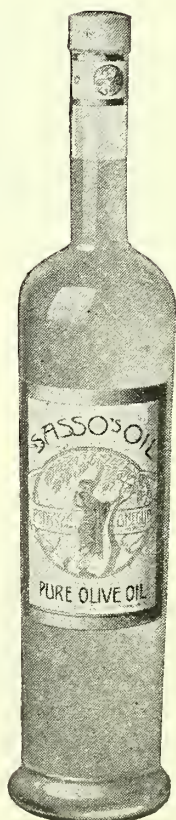
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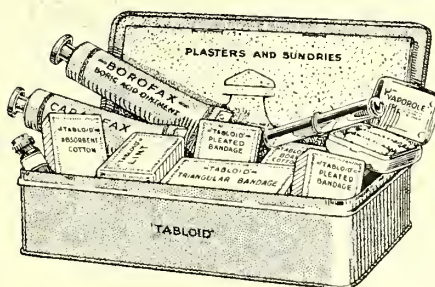
(The "Boy Scout's")

Measurements—
 $6\frac{3}{4} \times 3\frac{1}{2} \times 2\frac{1}{8}$ in.

Finished in Aluminised Metal
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For description of contents, refer to
Burroughs Wellcome & Co. Price List



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Measurements—
 $7\frac{1}{2} \times 4\frac{1}{2} \times 2$ in.

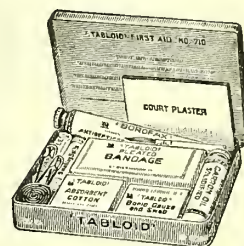
Finished in Aluminised Metal
at 25/- each

(Subject to usual discount)

For description of contents, refer to
Burroughs Wellcome & Co. Price List



London Prices to the Trade



TRADE MARK **'TABLOID'** BRAND
**FIRST-AID
No. 710**

Measurements—
 $4 \times 3\frac{1}{2} \times \frac{1}{2}$ in.

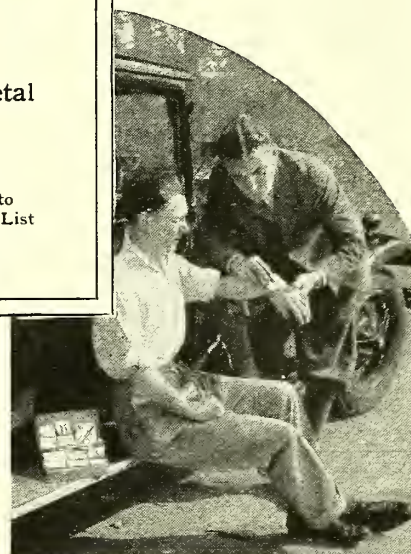
Scarlet Enamelled
Metal Case
32/6 per doz.

(Subject to usual discount)

Retail price,
3/- each



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"MILK OF MAGNESIA" (Regd.)

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QUANTITY DISCOUNTS—5% on 6 doz. 1/3 size or equivalent } and 2½% for cash on the 7th prox.
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CUCUMEL Lotion and Cream

THOS. CHRISTY & CO., Old Swan Lane, London, E.C.4

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

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News of the Week

Import Duties—

Gum Acacia, Enamelled Hollow-ware, etc.

Under Section 3 (5) of the Import Duties Act, 1932, the Import Duties Advisory Committee are empowered to make recommendations for the imposition of additional duties on goods which will shortly become chargeable with the general *ad valorem* duty by reason of the duty under other enactments ceasing to be chargeable. As the safeguarding duty imposed on wrought enamelled hollow-ware of iron and steel for domestic purposes under Section 9 of the Finance Act, 1928, expires on June 12 next, the Committee propose to take into early consideration the question what rate of duty, if any, should be imposed thereafter. The Committee have now before them applications for increasing the present rate of duty on such goods and for extending it to other classes of vitreous enamelled products of iron and steel, including hospital goods, hearth plates, electric light fittings, refrigerator cabinets and parts, and sheets and plates for advertisement signs. The Committee also give notice of an application for the addition to the Free List of gum acacia. Any representations which interested parties may desire to make in regard to these applications should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, London, S.W.1, not later than May 8 next.

Contracts

The following tenders have been accepted by the bodies named:—

Birkenhead Public Assistance Committee.—Drugs and sundries: National Drug Industries, Ltd.; Ayrton, Saunders & Co., Ltd.; R. Sumner & Co., Ltd.; Clay & Abraham, Ltd.; Evans Sons Lescher & Webb, Ltd.;

and Boots, Ltd. Dressings: W. G. Taylor. Plasters: Johnson & Johnson (Great Britain), Ltd.

Maidstone Town Council.—Oliver & Crick, chemists, drugs and medical requisites.

Malvern Urban Council.—Boots, Ltd., drugs.

Peterborough Public Assistance Committee.—Boots, Ltd., drugs.

Slough Urban Council.—Mr. W. Wigglesworth, chemist and druggist, drugs, etc.

Walsall Public Assistance Committee.—Boots, Ltd., drugs.

Windsor Education Committee.—Mr. J. J. Pickering, chemist and druggist, drugs, etc.

Inquests

An inquest was held at Croydon, on April 15, on the body of Dorothy M. Buswell, Purley, aged nineteen, who told the police before she died that she had been chloroformed by a man in broad daylight and kidnapped. Sir Bernard Spilsbury stated, however, that the cause of death was phosphorus poisoning, and that his findings were inconsistent with the girl's story. The jury returned a verdict to the effect that the poison, a proprietary vermin killer, was self-administered.

An inquiry was held at Houghton, Huntingdon, recently, concerning the death of Mr. G. E. Knights, retired chemist and druggist. A medical witness stated that Mr. Knights met with a cycling accident in February, causing brain trouble. Witness had arranged to see him at 11 a.m. on the day of the death, but was a few minutes late, and arrived just as the fatal shot was fired. The coroner said it was clear that Mr. Knights had shot himself whilst of unsound mind. He was a very popular and much respected man.

Liverpool

An enterprising Birkenhead chemist has attracted attention by showing in his window a woman's patent-leather shoe on which is an obvious bulge. The shoe is accompanied by the following notice:—"If the lady who lost this shoe in a local cinema will apply within, we will cure her corn in three days."

The annual general meeting of the Liverpool Pharmacy Club was held on April 6. The following officers were elected for the ensuing year:—*President*, Miss C. Canning (re-elected); *Vice-President*, Mr. Brocklehurst; *Secretary*, Mr. H. B. Lomas (re-elected); *Treasurer*, Miss M. Dodd (re-elected); *Committee*, Messrs. H. Woodings, L. D. Houghton, H. C. Tristram and G. Bonney. Satisfactory progress was shown by the secretary's and treasurer's reports. The activities of the Club had increased considerably, and the balance sheet showed that the Club was in a much better financial position than for many years past. Several new members had joined during the session.

Manchester

Mr. H. Brindle, B.Sc. (vice-president of the Manchester Pharmaceutical Association), who contracted a chill during his recent visit to Paris, has now recovered.

The first match of the season in connection with the Manchester and District Pharmaceutical Golfing Society was held recently at Reddish Vale. The prize was given by the president (Mr. J. H. Franklin). There was a good attendance. The match resulted in a tie, which will be played off on a future date. The following were the best scores:—Mr. W. A. Sturdy, 81-4=77; Mr. V. Cromack, 94-17=77; Mr. I. Stout, 97-18=79; Mr. W. Hope, 98-18=80; Mr. S. Bostock, 91-10=81.

The annual meeting of the Tennis Club of the Manchester, Salford and District Branch of the Pharmaceutical Society (Junior Section) was held at the Victoria Hotel on April 7, Mr. Steinman in the chair. It was decided that tournaments and meetings should be arranged on certain Wednesdays during the season, as last year. The subscription is 2s. 6d., payable to the treasurer, Mr. W. Edwards, 544 Chester Road, Old Trafford. It covers insurance of cups, secretarial expenses, etc., and will include entrance fees for the Cupal and Woolley cups, members paying their own court fees at the time of play. It was decided that the opening day should be May 3, at Platt Fields, at 2 p.m. Any member likely to be late may be included in the draw by notifying the secretary, Miss M. Robinson, 129 Alexandra Road, Moss Side.

Miscellaneous

THEFT.—The premises of Taylors, Ltd., chemists, Boreham Wood, Herts, were broken into recently. A number of cameras, razors and other goods were stolen.

LONDON VAN HORSE PARADE.—At the annual London Van Horse Parade, held in Regent's Park on Easter Monday, a first prize, making the fourteenth in succession, was awarded to the entry of Burroughs Wellcome & Co., E.C.1.

CLOSING ORDER.—Aylesbury Town Council has decided to make an order fixing the closing hours for chemists at 7 p.m. on Mondays, Tuesdays and Wednesdays; 1 p.m. on Thursdays; 8 p.m. on Fridays; and 8.30 p.m. on Saturdays.

COMMERCIAL TRAVELLERS' BENEFIT SOCIETY.—The United Kingdom Commercial Travellers' Benefit Society, which has a membership of 9,000 for the year 1932, has declared an apportionment of £1 10s. 6d. per share with interest at 5 per cent. on members' balances (which amount to £832,174). Mr. H. W. Harrie (C. R. Harker, Stagg & Morgan) has been re-elected as hon. grand treasurer.

A SUCCESSFUL FIRST NIGHT.—On April 8 the newly formed Dramatic Society of Macleans, Ltd., Brentford, received their first "baptism under fire" in the private staff theatre, when they performed "W. S. L." by Traviss Gill. Among those present in the audience were Mr. Alex. C. Maclean (chairman), Major H. E.

Meade (director), Mr. H. G. Lazell (secretary), and Mr. F. C. Hewett (sales manager). At the close of the performance Mr. G. Tottem, of the sales department, presented Mr. Gill with a gold pencil on behalf of the Maclean Players, in token of their gratitude and esteem.

THEFT CASES.—At Reigate, on April 7, Ernest Landeker was sentenced to three months' imprisonment in the second division for stealing a camera from the premises of W. H. Fowler & Co., Ltd., chemists, Station Road, Redhill.—At Hastings, on April 10, Ernest S. Wilson (15) was placed on probation for stealing cameras to the value of £31, the property of his employer, Mr. Leonard J. Neal, chemist and druggist, St. Leonards; Ronald E. Wilson was fined £20 for receiving the cameras, and was ordered to make restitution to Mr. Neal to the extent of £8.

IN THE COURTS.—At Brentford, on April 11, Alexander C. W. Norrie was fined £5, with £2 2s. costs, for having acted as a dentist without being registered.—At Tower Bridge Police Court, London, recently, Philip Dumas (29) and Charles Hudd (26) were charged on remand with breaking into a factory in Tower Bridge Road occupied by Mr. R. Blackie, manufacturing chemist, and stealing typewriters and other property worth £100. The accused pleaded "Not Guilty." After hearing the evidence, the magistrate said he did not think any jury would convict; both the prisoners were discharged.—At Marylebone Police Court, on April 18, Thomas H. Sewell, described as a male nurse, was remanded on bail for three months on a charge of being in unauthorised possession of 3½ gr. of morphine sulphate.

Scottish Notes

Brevities

The accidental poisoning of a child, aged two, is reported from Garlieston. It appears that the child climbed on a chair and swallowed some wintergreen oil from a tin on the window sill. Medical aid was summoned, but efforts to save the child's life were unavailing.

The first competition of the season of the Edinburgh Chemists' Golf Club was held at Mortonhall on April 5, when twenty-four members took part. The result was as follows:—(1) M. Scott; (2) J. Bowman; (3) J. Finlay; (second class) D. Mathewson. Eighteen members took part in a competition over Turnhouse course on April 12, with the following result:—(1) M. Scott; (2) J. M. Foote; (3) W. H. Chambers; (second class) R. L. Munnoch.

Glasgow

A meeting of the Glasgow Pharmacy Club Bowling Section was held recently, when the following officers were appointed for the ensuing season:—*President*, Mr. William Peebles; *Secretary and Treasurer*, Mr. A. W. Calder, 256 Crow Road, Broomhill, Glasgow, W.1; *Committee*, Messrs. J. S. Anderson, W. S. Culbert, D. J. Edgar, F. B. Gray, D. Black, W. J. Moffat, D. G. Mackenzie and R. Wassell.

At a recent meeting of Glasgow Licensing Court, the chief constable is reported to have suggested, with regard to methylated spirit, that the sale should be confined to qualified chemists, and that in every case, however small, it should be necessary for the seller to obtain the name and address of the purchaser as in the case of poisons. In "The Scottish Daily Express" of April 13 the statement is made that "chemists' shops in one district of the city [Glasgow] sell thousands of pounds' worth of surgical spirit—five times more potent than whisky—each week. Their sales of the spirits constitute two-thirds of their trade." That this is not the case is pointed out, however, in a subsequent issue of the newspaper, when officials of the Scottish Pharmaceutical Federation are reported to have stated that "the sale of surgical spirit throughout the whole of Scotland does not exceed £1,000 a year." Proposals to limit the number of sellers of methylated spirits and that records of the sales be kept were recently approved by the Convention of Royal Burghs at Edinburgh.

Irish Notes

Pharmaceutical Society of Northern Ireland

The Pharmaceutical Society of Northern Ireland has issued a notice stating that on and after January 1, 1934, (1) the Matriculation examination of Queen's University, Belfast, or (2) any examination accepted by that University as equivalent to their Matriculation examination, or (3) the Pharmaceutical Preliminary examination of Queen's University, Belfast, are the only examinations recognised by the Council for the certificate of apprenticeship to a pharmaceutical chemist.

Brevities

The Senate of the Irish Free State approved, on April 11, the International Convention for limiting the manufacture and regulating the distribution of narcotic drugs (*C. & D.*, April 15, p. 404).

An inquiry concerning the death of Thomas McIntyre was held recently by the coroner for North Offaly. A son of the deceased said he purchased a drug at the shop of Mr. J. P. Myles, L.P.S.I., Birr, who told him to be careful about it. Mr. Myles, in evidence, said that the last witness being duly identified he sold him, at his request, $\frac{1}{4}$ oz. of corrosive sublimate for an ointment. He wanted an ounce, but witness would not give so much. He warned him to be careful about

it, as it was a very strong poison. A medical witness said he attended the deceased; he found large areas of his trunk and limbs burned with what must have been an extremely irritant application. The patient said he mixed the powder with a little buttermilk. The coroner suggested that the regulations dealing with the sale of poisons appeared to be too lax.

Coming Events

Wednesday, April 26

Birkenhead and Wirral Pharmacists' Association, Woodside Hotel, Annual meeting.

Manchester Pharmaceutical Association and Manchester, Salford and District Branch of the Pharmaceutical Society, at 3 p.m. Visit to the Christie Cancer Hospital and Holt Radium Institute, Withington.

National Association of Women Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Social meeting, followed by annual meeting.

South-West London Chemists' Association and Branch of the Pharmaceutical Society. Visit to Horlick's Malted Milk Co., Ltd., Slough.

Thursday, April 27

Manchester Pharmaceutical Association, Junior Branch, Victoria Hotel, at 8.30 p.m. Concert and entertainment.

Topical Reflections

By Xrayser

Your Persistence

In throwing light on the subject of the sale of medicated wines by chemists is most praiseworthy, and I find myself in full sympathy with the suggestion (*C. & D.*, April 15, p. 417) that the attentions of licensing justices might well be dispensed with in this connection. What satisfies the Commissioners of Customs and Excise where the sale of wines is concerned ought to be sufficient for anybody, and it should not be possible for persons clothed with a little brief authority to impose unenforceable conditions on sales. If a licence to sell wines is granted to a chemist, it is surely a matter for his discretion what wines he shall or shall not stock and sell. In most instances where a chemist experiences a demand for particular medicated wines, it would certainly not pay him to endeavour to enter into competition with publicans and other wine sellers. On the other hand, no harm could conceivably result from a chemist who had taken out a licence because he wished to sell medicated wines obtaining for customers who specially ordered them a few bottles of unmedicated wines. This is obviously a matter which requires to be dealt with from a more commonsensible point of view than is usual, and chemists and druggists generally should be obliged to you for continuing to emphasise that fact.

Dr. Martindale's Death

means the loss by pharmacy of a unique personality, and it is a distinct misfortune that his career should have been cut short at such a comparatively early age. But for the book for the publication of which he has been mainly responsible during so many years, he might have remained unknown to pharmacists generally; yet he has done more to advance galenic pharmacy than many to whom much greater credit is often paid. It might have been expected that, following in his father's footsteps, he would have served the Pharmaceutical Society as an examiner, if not as a councillor; but I am unaware of his having ever been invited to act in such a capacity as the former, while political life was not at all to his liking. That he should have been induced to act as president of the Western (London) Pharmacists' Association was a distinct score for the body in question, because such service was really outside his

scheme of things. I shall particularly regret not being able to read any more of your breezy reports of interviews with Dr. Martindale on occasions when he called to explain what novelties were to be looked for in fresh editions of his world-famous book. And British pharmacy is decidedly the poorer for his passing.

Surplus Stock

is such an unmitigated nuisance to chemists that one cannot fail to welcome the agreement by the P.A.T.A. Executive with the proposal of the National Pharmaceutical Union that the latter body should be authorised to assist its members in disposing of surplus stock of P.A.T.A. goods on a "give-and-take" exchange basis (*C. & D.*, April 15, 407). I trust that, now the plan is being put into operation, chemists will be at pains to observe such conditions as may be imposed and take all necessary precautions to prevent abuse of the scheme. Incidentally, I should like to compliment the N.P.U. upon becoming increasingly helpful to chemists and druggists, and thus aiding the progress of pharmacy as a business.

Varying Profits

in shops where the same kind of business is carried on would appear to be inevitable, for a number of reasons; but it is most interesting to learn from one who has apparently made a special study of the subject that, other things being equal, the small business conducted personally by a chemist and druggist proprietor yields a markedly higher gross profit than one with an appreciably larger turnover (*C. & D.*, February 25, p. 216). This confirms what I always believed to be the case, and I think the reasons suggested by "Pharmacist" for the better returns from the comparatively small business are doubtless among the factors accountable for the position. First of all, of course, must be reckoned personal control by the proprietor; but even in this respect it must be allowed that some small businesses enjoy advantage over others, owing to the greater skill displayed by their proprietors as managers and salesmen. In any case, it is comforting to feel that the days of the small proprietor in pharmacy are not yet numbered.

Legal Reports

Unsuccessful Appeal.—At London Sessions, on April 12, Milton Proprietary, Ltd., Brewery Road, N., and one of their employees, Miss Cunningham, who had been fined at a police court for using a van mainly or wholly for the purposes of advertisement and causing an obstruction, appealed against the conviction. The facts were not in dispute. Mr. C. Humphreys, who appeared for the police, stated that on February 2 two police officers saw one of the appellants' vans drawn up in Wentworth Street, E. A crowd was being addressed by Miss Cunningham, who was in a nurse's uniform. A loud speaker was used, and the crowd was being told of the advantages in the use of Milton. No sales were effected while the officers were there, and the contention of the police was that the primary object of the van was advertisement, not sales. Mr. J. F. Eastwood, who appeared for the appellants, said the company were before the Court some time ago, when they successfully appealed against a conviction for using a van in this manner without having a street trader's licence. Their contention then, as now, was that if they had been prosecuted for obstruction only they would not have appealed, but the prosecutors sought to bring in other matters. The Chairman: What is an advertisement? Mr. Eastwood: It is difficult to define. I should say that any sale that takes place is in itself an advertisement. Continuing, Mr. Eastwood said that the vans were used for genuine sales and had in fact shown a profit through their sales. Although the van was used as an advertisement, it was not wholly or mainly used for that purpose. No free samples were given, and the price of the Milton was exactly the same as when retailed by chemists. The appeal was dismissed, with costs.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

PHARMETICS, LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of chemists and druggists, etc. Solicitors: Ford & Warren, 61 Albion Street, Leeds.

ANNIE PHELPS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, opticians, etc. R.O.: 165 High Road, Tottenham, N.17.

MEADS PHARMACY (BARNES), LTD. (P.C.).—Capital £100. Objects: To acquire the business of chemists now carried on at 198 Castlenau, Barnes, London, S.W.

L. SCOTT & Co. (CHEMISTS), LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, manufacturers of and dealers in medicines, drugs, etc.

GORDELIER & Co., LTD. (P.C.).—Capital £100. Objects: To carry on the business of druggists, chemists, etc. R.O.: 74A Kensington Park Road, London, W.11.

F. & N. HILL, LTD. (P.C.).—Capital £200. Objects: To carry on the business of manufacturers and sellers of medicinal and herbal cigarettes, medicines and medical preparations, etc.

WELSH AGRICULTURAL & CHEMICAL INDUSTRIES, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of or dealers in fertilisers and chemical products, etc.

W. S. GALLINGTON, LTD. (P.C.).—Capital £100. Objects: To acquire the business of dispensers heretofore carried on by W. S. Gallington at 325 Chingford Road, Walthamstow, E.17.

TENNANT & RUTILE, LTD. (P.C.).—Registered in Dublin. Capital £5,000. Objects: To carry on the business of agents for and dealers in drugs, chemicals, cameras and photographs, etc.

B.D. (CELLULOSE), LTD. (P.C.).—Capital £200. Objects: To carry on the business of manufacturers of and dealers in cellulose products, etc. R.O.: 173 Goswell Road, London, E.C.1.

PROTECTED METALS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of electro-metallurgists, electro-chemical engineers, etc. R.O.: 47A Rectory Grove, Clapham, London, S.W.

PRESCRIPTIONS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of pharmaceutical, analytical and manufacturing chemists, etc. R.O.: 2 Dudley's Corner, Clarendon Road, Watford.

PURE BRITISH MEDICINES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers and vendors of drugs, medicines and herbs, etc. R.O.: Spencer House, South Place, London, E.C.

BERTRAM COOPER, LTD. (P.C.).—Capital £100. Objects: To acquire the business of a drug store now carried on by Bertram W. Cooper at 113 Greenfield Road and 103 Haresfinch Road, St. Helens.

JOKTAN, LTD. (P.C.).—Registered in Edinburgh. Capital £2,000. Objects: To carry on the business of manufacturers, dealers in and agents for drugs, chemicals, etc. R.O.: 4 Watson Street, Glasgow.

GREEN LANE PHARMACY, LTD. (P.C.).—Capital £500. Objects: To carry on the business of chemists and druggists, etc. R.O.: The Green Lane Pharmacy, Embassy Buildings, Green Lane, Freshfield, Lancs.

ZOTOS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in cosmetics, perfumery, medical, chemical and other preparations, etc. Solicitors: McKenna & Co., 31/34 Basinghall Street, London, E.C.2.

INTERNATIONAL LABORATORIES, LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, toilet requisites and preparations, etc. R.O.: 28 Lincoln's Inn Fields, London, W.C.2.

IRISH MEDICAL PRODUCTS, INCORPORATING BONZO CHEMICAL INDUSTRIES, LTD. (P.C.).—Registered in Dublin. Capital £2,000. Objects: To carry on the business of wholesale or retail pharmaceutical chemists, druggists, manufacturing chemists, drug grinders, etc.

A. HAMER & SON, LTD. (P.C.).—Capital £2,000. Objects: To acquire the business of an oil blender, manufacturer, refiner, broker of and dealer in petroleum products and lubricants carried on by R. A. J. Hamer at 57 St. Paul's Churchyard, E.C., as "A. Hamer & Son."

PHARMACEUTICAL PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in substances, preparations and contrivances for the health of human beings and animals; chemists, druggists, etc. R.O.: 61 Welbeck Street, W.1.

BARRETT'S CASH CHEMISTS, LTD. (P.C.).—Capital £200. Objects: To carry on the business of wholesale and retail chemists and druggists, manufacturers of photographic and optical apparatus, etc. Solicitor: S. Sebba, 7-8 Great Winchester Street, London, E.C.2.

B. C. FUELS, LTD. (P.C.).—Capital £15,100. Objects: To acquire the benefit of certain existing inventions and secret information relating to artificial fuel and apparatus in connection therewith from A. A. Roberts; chemists, druggists, oil and colourmen, etc. Solicitors: Hooper & Fairbairn, 1 Priory Street, Dudley.

NURSE STRATHEARN, LTD. (P.C.).—Registered in Edinburgh. Capital £400. Objects: To carry on the business of manufacturers of and dealers in sanitary towels, hygienic wearing apparel, anatomical, orthopaedic and surgical appliances, pharmaceutical and medicinal preparations, etc. R.O.: 72 Waterloo Street, Glasgow.

LAVVO Co. (MANCHESTER), LTD. (P.C.).—Capital £3,500. Objects: To carry on the business of manufacturers and shippers of, importers and exporters of disinfectants of all kinds, cleansing powders, pastes and

liquids, toilet rolls and requisites, etc. R.O.: 17 George Street, West Gorton, Manchester.

G. B. KENT & SONS, LTD.—Mr. E. G. Greener, who was recently elected a director, has been made chairman of the company. Mr. E. L. H. Crosby, who was elected to the board of directors some months ago, has been appointed sales manager and is now in charge of the home and export sales department. Mr. Gwyn H. Davies, as a director, is actively concerned in the policy of developing the variety of brush products of the company. Mr. J. C. Vincent, who resigned in favour of Mr. Greener, continues as managing director, and Mr. A. H. Lidderdale as director in charge of production.

Voluntary Liquidations

Shandon Pharmacy, Ltd., Dublin. The creditors were called together in Dublin, when the statement of affairs showed liabilities of £299 19s. 11d. After allowing £165 for preferential claims, the net assets were £160, or a deficiency of £139 19s. 11d. The assets consisted of stock, £200; fittings, £120; and book debts, £5. It was stated that resolutions had been passed for liquidation and that Mr. T. J. Morrison, of 7 Dawson Street, Dublin, had been appointed to act as liquidator. The latter stated that the company held the premises in Shandon Street on a weekly tenancy, and efforts were being made to sell the business as a going concern. It was decided that the liquidator should continue the business for a period of not more than three months, with a view to a sale as a going concern.

John Gosnell & Co., Ltd., 50-52 Union Street, London, S.E.1, perfumers and soap manufacturers. The statutory meeting of the creditors was held recently at the offices of the company, when it was reported that the business was a very old established one, having been in existence for about 170 years. The shareholders had met and had nominated Mr. Wm. A. Barbour, the secretary, to act as liquidator under the supervision of the accountant to the company. It was stated that the liabilities to the unsecured creditors amounted to £3,680 15s. 8d., and there were further claims in respect of unexpired contracts, etc., making total creditors of £4,456. The assets totalled £1,064, the principal items being stock at cost £1,622, estimated to produce £451; plant, machinery, fixtures, furniture, etc., £459 and good book debts £110. It was stated that marked stock at cost £1,218, had not been brought into the statement of affairs as a realisable asset at the present time. If the business was sold as a going concern, as it was hoped, the assets would be materially increased. A resolution was passed confirming the voluntary liquidation of the company with Mr. Barbour as liquidator.

The Pendleton Oil and Chemical Co., Ltd., Croft Street Works, Pendleton, Manchester. The statutory meeting of the creditors was held recently, at the above address, when a statement of affairs was submitted which showed ranking liabilities of £3,549 9s. 11d., made up as follows:—Trade creditors, £120 14s. 2d.; bank overdraft, £687 5s. 9d.; rent, £56 10s.; and cash claims, £2,685. The assets consisted of cash and cheques in hand, £18 10s. 2d.; stock £143, put down at £100; machinery and plant, £100; office furniture, £10; good book debts, £127 19s. 11d.; and doubtful and bad debts £22 14s. 5d., estimated to produce £12, making a total of £368 10s. 1d. After allowing £9 for preferential claims, the net assets were £359 10s. 1d., or a deficiency of £3,189 19s. 10d. The company was registered on September 2, 1919, with a nominal capital of £3,000, of which £2,950 had been issued and fully paid. The bank overdraft had been guaranteed by two of the directors. For some time past losses had been sustained on the trading, but the business had been continued in the hope of some good orders being secured. Resolutions were passed confirming the voluntary liquidation of the company, with Mr. Fearnley as liquidator, together with a committee.

Bankruptcy Reports

Re Granville Morgan Evans, 76 Victoria Road, Cleveleys, near Blackpool, Lancs., chemist and druggist. The application for discharge herein was heard at the Court House, Blackpool, recently. It was reported that the receiving order was made in October last year on debtor's own petition. Debtor had paid a first and final dividend of 2s. 3½d. in the £ on liabilities of £957. The discharge was granted to become operative at June 30, 1934.

Re Samuel Blower Stead, 77 High Street, Newton-le-Willows, Lancs., chemist and druggist. The first meeting of the creditors was held recently at the offices of the Official Receiver, Liverpool, when the statement of affairs showed unsecured liabilities of £272, and assets estimated to realise £180. Debtor added that he was aware of his position about nine months before the date of the receiving order, and recently the sheriff had taken possession of his effects under an execution. The matter was left in the hands of the Official Receiver, as trustee.

Re Thomas Hargreaves, 157 Uxbridge Road, Hanwell, Middlesex; 224 High Street, Lewisham, Kent, and 106 Ewhurst Road, Brockley, Kent, chemist and druggist. The application for discharge herein was heard recently at the Court House, Brentford. The receiving order had been made last year, and the Assistant Official Receiver stated that the liabilities were £2,727 14s. 4d., and the assets, which had been expected to realise £139 5s., had produced £54 15s. 10d. No dividend was likely to be paid to the unsecured creditors. It appeared that debtor opened the Hanwell shop in July, 1927, and two years later purchased the business at Lewisham for £1,750. In the twelve months prior to the date of the receiving order, debtor incurred a loss on trading of £245. He attributed his failure to entering into negotiations to purchase businesses without having sufficient capital. The discharge was granted subject to three years' suspension.

Business Changes

MR. ERIC WITTER, chemist and druggist, is opening a pharmacy at 45 Albert Road, Widnes.

STEWART, GOODALL & DUNLOP, LTD., have taken premises at 50 Shandwick Place, Edinburgh.

MR. R. BROWN, chemist and druggist, has purchased the business of Mr. R. H. Sinclair, chemist and druggist, 65-67 West Princes Street, Helensburgh.

MR. HAROLD DARBYSHIRE, chemist and druggist (six years with Mr. J. Cleworth), has opened a pharmacy at 139 Manchester Road, Droylsden, Manchester.

MR. J. A. OSBORNE, chemist and druggist, has taken over the business recently carried on by Mr. F. J. Martin, Ph.C., at 384 Handsworth Road, Sheffield.

THE telephone number of the National Pharmaceutical Union, 4 and 5 Queen Square, Southampton Row, London, W.C.1, has been changed to Terminus 5118.

MR. JAMES TAYLOR, chemist and druggist, has acquired the business formerly carried on by Mr. G. L. Brown, Sandwell Street, Buckhaven, and has opened an optical department.

MR. ALEXANDER RUSSELL, chemist and druggist, Innerleithen, has taken over the business of Mr. E. Steven, chemist and druggist, Walkerburn, which will be conducted as a branch.

MR. H. I. POWELL, chemist and druggist, 44 Hamlet Court Road, Westcliff-on-Sea, has acquired the business of Mr. A. H. Carpenter, chemist and druggist, 458 London Road, Westcliff-on-Sea.

Pharmaceutical Society of Great Britain

Examination Results

LONDON

THE following are the results of the examinations held in London during April:—

	No.	PRELIMINARY SCIENTIFIC EXAMINATION				CHEMIST AND DRUGGIST QUALIFYING EXAMINATION			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for Prelim. Sc. exam. ...	260	4	139	59	58	—	—	—	—
Referred subject in Prelim. Sc. exam. ...	117	—	—	58	59	—	—	—	—
Entered for C. and D. exam. ...	119	—	—	—	—	4	51	37	27
Referred subject in C. and D. exam. ...	48	—	—	—	—	1	—	15	32
	544	4	139	117	117	5	51	52	59

Referred in one subject:—Botany, 65; chemistry, 17; physics, 35; pharmacognosy, 17; pharmacy, 18; pharmaceutical chemistry, 13; forensic pharmacy, 4; total 169.

Failed in:—Botany, 122; chemistry, 116; physics, 109; pharmacognosy, 44; pharmacy, 39; pharmaceutical chemistry, 37; forensic pharmacy, 27.

CHEMIST AND DRUGGIST QUALIFYING EXAMINATION

The following, having satisfied the examiners in the Chemist and Druggist Qualifying examination, have been registered as chemists and druggists:—

Arrobus, Nita S., Hampstead.
 Astle, C. P., Nottingham.
 Bannister, T. G., Bloxwich.
 Batchelor, H. O., Brighton.
 Brayshaw, K., Dukinfield.
 Brierley, B. B., Greenfield.
 Bryan, W., Liverpool.
 Butterworth, G. F., Sydenham.
 Carr, K. I., Harborne.
 Carter, Nora W., Wanstead.
 Chennell, P. A., Clydach.
 Cole, A. L., Lowestoft.
 Collins, T. B., Huddersfield.
 Conibear, A., Exeter.
 Dennis, J. A. G., Norwich.
 Dyer, R. S., Smethwick.
 Evans, D. R., Blaengarw.
 Ford, T. W. H., Rotherham.
 Gibb, Rachel M., St. Helier.
 Grigg, Margaret E., Barry.
 Hanne, J. D. H., Sydenham.
 Hardman, T. H., Waterloo.
 Harris, Irene R., Belsize Park.
 Hibbert, L., Pontypridd.
 Hindle, D., Accrington.
 Holland, H., Blackburn.
 Horrocks, A. W., Old Colwyn.
 Howells, J. E., Brynamman.
 Hume, G. G., Stockwell.
 Humphries, W. B., Barry.
 Ingham, E., Padiham.
 Jenkins, W. G., Hayes.
 John, Joyce M., Llantrisant.
 Kent, C. A., Swansea.
 King, D. W., Bridgend.
 Laseroitch, B., Cheetham.
 May, S. R. G., Plymouth.
 Metcalfe, A. D., Carmarthen.
 Metcalfe, H. J., Ross.
 Moloney, J., Liverpool.
 Morgan, O. F., Barry.
 Moulang, D., Buxton.
 Nelson, Nina K., Upper Norwood.
 Nicholas, H., Treharris.
 O'Flaherty, R. J., Blackburn.
 Oswald, R. J., Palmers Green.
 Parry, M. R., Llanllyfni.
 Phillips, Ada M., Aberaman.
 Sablosky, M., Manchester.
 Shimm, R. A., Douglas.
 Sime, J. C., Guildford.
 Siminon, E. E., Ramsgate.
 Smith, H., Morecambe.
 Thomas, H. E., Swansea.
 Thomas, R. W., Briton Ferry.
 Trott, L. J., Taunton.
 Vogler, Joyce S., Teignmouth.
 Whelan, F. J., Lower Ince.
 Williams, I. H., Liverpool.

EDINBURGH

The following are the results of the examinations held in Edinburgh during April:—

	No.	PRELIMINARY SCIENTIFIC EXAMINATION				CHEMIST AND DRUGGIST QUALIFYING EXAMINATION			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for Prelim. Sc. exam. ...	145	1	71	28	45	—	—	—	—
Referred subject in Prelim. Sc. exam. ...	48	—	—	20	28	—	—	—	—
Entered for C. and D. exam. ...	37	—	—	—	—	4	14	7	12
Referred subject in C. and D. exam. ...	33	—	—	—	—	—	—	2	31
	263	1	71	48	73	4	14	9	43

Referred in one subject:—Botany, 19; chemistry, 22; physics, 7; pharmacognosy, 0; pharmacy, 7; pharmaceutical chemistry, 2; forensic pharmacy, 0; total, 57.

Failed in:—Botany, 65; chemistry, 69; physics, 62; pharmacognosy, 10; pharmacy, 14; pharmaceutical chemistry, 12; forensic pharmacy, 8.

CHEMIST AND DRUGGIST QUALIFYING EXAMINATION

The following, having satisfied the examiners in the Chemist and Druggist Qualifying examination, have been registered as chemists and druggists:—

Berger, C. H., Sunderland.
 Boswell, B. T., Sandycroft.
 Byrne, W. A. V., North Shields.
 Campbell, Helen, Crook of Devon.
 Charleston, R., Edinburgh.
 Clayton, F. S., Pontefract.
 Cohen, M., Leeds.
 Collins, F. J., Wallasey.
 Colquitt, H. R., Widnes.
 Crook, Vincent M., Ashton-in-Makerfield.
 Davie, R. T., Aberdeen.
 Dobbey, P., Harrogate.
 Ellis, W. H., Llanbedrog.
 Glascott, Isabel C., Liverpool.
 Godwin, W., Liverpool.
 Gray, J. N., Kilbarchan.
 Hawkin, G. H., Leeds.
 Hughes, E., Liverpool.
 Jewett, Margaret Y. M., Kirkintilloch.
 Johnstone, Mary E., Melrose.
 Jones, O., Holyhead.
 Lanceley, Phyllis, Malpas.
 Latham, H., Burnley.
 Leader, P., Leeds.
 Livingstone, J., Glasgow.
 Macdonald, I. S., Rothesay.
 McKenna, S. G., St. Helens.
 MacKenzie, K., Bishopbriggs.
 Mackie, R. M., Kirkcaldy.
 Maclean, J. H., Glasgow.
 Malkin, S., Leeds.
 Muscat, I. I., Sunderland.
 Olivand, C. E., Blackpool.
 Rattray, J. B., Elgin.
 Riach, J., Buckie.
 Richardson, A., York.
 Robertson, W., Girvan.
 Ross, Angusina, Munlochry.
 Scott, B., North Shields.
 Simpson, R. K., Stonehaven.
 Wilson, A. M., Stonehaven.
 Wilson, J. B., Haddington.
 Woolston, S. W., Leeds.

Branch Meetings

Manchester.—The annual meeting of the Manchester, Salford and District Branch was held on April 12. Mr. J. H. Franklin (chairman) said they had had a very successful session, and a year in which much useful work had been done. The report of the work of the Executive was read by the secretary. The treasurer (Mr. W. I. Scholes) submitted his annual report and balance sheet, which showed a balance in hand of £69 8s. Mr. J. W. Bygott was unanimously elected auditor, and a vote of thanks was accorded to Mr. A. C. Vallance for past services. The election of the Executive resulted as follows:—*Manchester District*, Miss Roberts, Messrs. Franklin, Thorpe, Wood, Steinman, Barker, Cleworth and Brindle. *Salford*, Messrs. Lewis, Maskell, Simmons and Tewster. *County*, Messrs. Berry, Miller, Scholes, Walmsley, Hazelgrove, W. Edwards. A cordial vote of thanks to the chairman for his services during the past year was proposed by Mr. E. H. Simmons and carried with acclamation.

Pharmaceutical Society of Ireland

Council Meeting

THE monthly meeting of the Council was held at 67 Lower Mount Street, Dublin, on April 11, Mr. P. Brooke Kelly (president) in the chair. Other members of the Council present were Messrs. P. J. Fielding, F. J. Fitzpatrick, C. J. Cremen, J. T. Dwyer, J. Gleeson, P. Liston, J. McCormack, J. A. O'Rourke, D. Warwick, T. J. Smith, Sir Thomas Robinson, Miss F. M. Flood, and Dr. J. A. Mitchell.

DAINGEROUS DRUGS BILL

Following upon the reading and signing of the minutes of the last meeting, the REGISTRAR (Mr. J. J. R. Kerr) said there were two urgent matters not on the agenda he wished to bring before the meeting. The first was the statement made recently by President de Valera in the Dail. Recently the President said: "The law at present here is insufficient to deal with the drug question, and it is proposed that a complete code of laws should be introduced embodying in a single statute not alone the Dangerous Drugs Act of 1920 but the Conventions of 1925 and 1931. The proposed Bill is being drafted and will be introduced as early as possible." There was an article recently in THE CHEMIST AND DRUGGIST suggesting the description "habit-forming drugs" be applied to certain types of drugs instead of the description "dangerous drugs."

THE PRESIDENT: I think we should get into communication with the Minister for Justice on the matter.

MR. FITZPATRICK: Mr. John Anderson has been working on this matter for the past two years.

DR. MITCHELL: Sir James Craig would have something to say to it.

On the motion of the PRESIDENT, seconded by the VICE-PRESIDENT (Mr. Fielding), it was decided that the following members of the Council be constituted as a Committee to see the responsible Minister on the question of the introduction of the Bill: Messrs. T. J. Smith, J. Gleeson, and Sir Thomas Robinson, with the president and vice-president as *ex-officio* members.

INCOME TAX

The second matter of urgency raised by the REGISTRAR was the receipt of an income-tax schedule to be filled up and returned to the Revenue authorities. It was agreed that the filling up of the return be left in the hands of the Society's auditor.

LEGAL ADVISER APPOINTED

For the position of legal adviser to the Society applications were received from the following solicitors: Messrs. Herman Good, LL.B., 35 Nassau Street, Dublin; J. A. Murray (Stewart & Orr), 7 Pearse Street, Dublin; John J. Gaynor (Monks & Gaynor), 27 Molesworth Street, Dublin; Charles W. B. Boyle, 68 Middle Abbey Street, Dublin; Charles J. Starkey, 28 South Frederick Street, Dublin.

On a vote being taken the result was as follows:—For Mr. J. J. Gaynor—the president, Messrs. Fielding, Fitzpatrick, McCormack, Warwick, Smith, Dr. Mitchell, Sir Thomas Robinson and Miss Flood (9). For Mr. J. A. Murray—Messrs. J. Gleeson, C. Cremen and P. Liston (3). For Mr. C. Boyle—Mr. J. T. Dwyer (1). Mr. O'Rourke did not vote.

Mr. Gaynor, having received a majority of votes over all other candidates, was declared elected. On the motion of the PRESIDENT the following resolution was unanimously adopted: "That Mr. John T. Gaynor be appointed legal adviser to the Society subject to the condition that he or the Council is at liberty to terminate the appointment at any time."

CORRESPONDENCE

The following letter was read from the Secretary, Department of Justice: "With reference to your letter of the 9th inst. regarding the proposed amendment of the

Regulations for the Preliminary examination of the Pharmaceutical Society of Ireland, I am directed by the Minister for Justice to state that this Department is at present in consultation with the Department of Education on the subject." The letter was noted.

The following letter was read from "The Irish Chemist and Druggist": "Adverting to previous correspondence in reference to the official recognition, may we now inquire if matters have progressed sufficiently to warrant the hope of an early decision? . . . Perhaps, therefore, you will be good enough to bring the matter before the Committee next time of meeting, for which please accept our thanks in advance."

After discussion, it was decided on the motion of MR. GLEESON, seconded by MR. CREMEN, that a special Committee be appointed to meet representatives of "The Irish Chemist and Druggist," consisting of Messrs. Fitzpatrick, Warwick, Gleeson and O'Rourke.

Mr. T. Montagu wrote applying to be restored to the Register of Pharmaceutical Chemists. The application was granted.

Mrs. C. Healy, M.P.S.I. (*née* O'Kelly), wrote submitting marriage certificate and requesting change of name in the Register. It was directed that the change be made.

CHANGES OF ADDRESS

The following changes of address were notified: Mr. William Kelly, L.P.S.I., from McMurray's Medical Hall, Wine Street, Sligo, to The Clonard Pharmacy, 27 Falls Road, Belfast. Mr. Robert A. Willoughby, M.P.S.I., from The Medical Hall, Castlecomer, to Bray Medical Hall, 1 Goldsmith Terrace, Bray. Mr. J. J. Walshe, M.P.S.I., from Rathpeacon, Cork, to 125 Shandon Street, Cork. Mrs. M. J. Ryan, M.P.S.I., Dunluce, Glengary, to 45 St. Alban's Park, Sydney Parade, Dublin.

REPORTS FROM COMMITTEES

The reports of the Law, House, Schools, Certificates and Declarations Committees were submitted and approved.

NEW REGULATIONS ADOPTED

The following motions, moved by the PRESIDENT and seconded by the VICE-PRESIDENT, were unanimously adopted:—

"That the following Regulations be made governing the acceptance of certificates from any other School than that of the Society, and all Regulations to the contrary are hereby rescinded:

"That the certificates must show that the student has attended at least 75 per cent. of the lectures of a complete course in the subject. In the case of technical schools this is to be taken as attendance at a complete course from October to May inclusive."

"That the following Regulations be made governing the recognition of Schools of Practical Pharmacy:

"(a) The teacher must be a member of the Pharmaceutical Society of Ireland.

"(b) The syllabus must be submitted to, and approved of, by the Council.

"(c) The School and equipment shall be inspected regularly by a Committee of the Council, of which the registrar shall be a member. This Committee shall report to the Council the result of their inspection.

"(d) The authorities of the school in question shall undertake in writing to pay the expenses of any such inspection."

NOMINATIONS

The following were nominated for membership of the Society: Messrs. F. G. Moran, 19 Munster Street, Phibsboro, Dublin; A. L. Hanrahan, Lismore, co. Waterford; J. Nolan, Carrickmacross.

New Zealand Sales Tax

THE introduction of a sales tax by the New Zealand Government was announced by the Minister of Finance, recently. The following is the text of the Resolution of the Ways and Means Committee of the House of Representatives with regard to this tax, together with such portions of the Second Schedule (exemptions from sales tax) as are of interest to the drug trade:—

Sales Tax

Resolved, (1) That sales tax at the rate of five per centum of the sale value of the goods in respect of which it is payable shall be levied, collected, and paid on all goods (except goods of the kinds or classes specified in the Second Schedule hereto):—

- (a) Sold by a wholesaler, after the 8th day of February, 1933, to any person other than a licensed wholesaler;
- (b) Manufactured by a manufacturing retailer, after the 8th day of February, 1933, for sale otherwise than to a licensed wholesaler;
- (c) Imported into New Zealand and entered therein for home consumption, after the 8th day of February, 1933, by any person other than a licensed wholesaler, if such goods are intended for sale, or are intended for use by a manufacturing retailer in the manufacture of goods for sale:

Provided that a discount of five per centum of the amount of sales tax otherwise payable may be allowed if payment is made on or before or within such period after the due date as may be prescribed by any Act to be passed to give effect to this Resolution.

(2) Notwithstanding anything in the foregoing provisions of this Resolution, sales tax shall not be payable on any goods sold or manufactured as aforesaid if sales tax has already been paid thereon.

- (3) For the purposes of this Resolution—

“Licensed wholesaler” means a person engaged in the sale of goods by wholesale and licensed or deemed to be licensed in accordance with any Act that may be passed to give effect to this Resolution; and includes a manufacturer who is not a manufacturing retailer.

“Manufacturing retailer” means a retailer who manufactures goods for sale:

“Sale value” in relation to any goods has, in any case, such of the following meanings as the case may require:—

(a) In the case of goods sold by a wholesaler to a retailer, “sale value” means the price for which the goods are actually sold, and, in the case of any other goods sold by a wholesaler, means the fair market value of such goods if they were sold by a wholesaler to a retailer in the ordinary course of business:

(b) In the case of goods manufactured by a manufacturing retailer, “sale value” means the fair market value of such goods if sold by a manufacturing retailer to a retailer in the ordinary course of business:

(c) In the case of goods imported into New Zealand and entered therein for home consumption, “sale value” means the sum of the following amounts, namely:—

(i) The value of those goods for Customs duty, ascertained in accordance with the Customs Act, 1913:

(ii) The amount of Customs duty (if any) payable on those goods:

(iii) Twenty per centum of the sum of the amounts referred to in subparagraphs (i) and (ii) hereof.

(4) For the purposes of this Resolution in respect of the payment of sales tax by manufacturing retailers, goods shall be deemed to be manufactured after the 8th

day of February, 1933, if any part of the process of manufacture is completed after that date.

Exemptions from Sales Tax

The following are selected from the long list of exemptions:—

Articles and materials for the sole use of a public hospital when purchased for use exclusively by such hospital and not for resale.

Bags, paper or cellophane, empty.

Bottles and jars, empty, plain.

Books which are for use as text-books in any school, college, or university.

Books for the *bona-fide* use of public libraries, libraries of universities, colleges, or schools, or for the library of any incorporated medical, law, literary, scientific, or art association or society, being the property of the organized authorities of such library, and not of individuals.

Cardboard boxes, empty.

Cardboard cream-mugs, honey-jars, and similar receptacles, empty.

Materials used as packing for goods which are exempt from sales tax.

Medicines or drugs prepared or compounded by a person for the time being registered under the Medical Practitioners Act, 1914, or by a person for the time being registered as a pharmaceutical chemist under the Pharmacy Act, 1908, or by a person for the time being registered as a veterinary surgeon under the Veterinary Surgeons Act, 1926, or entitled to use in connection with his business the designation of veterinary practitioner in accordance with the Veterinary Surgeons Act, 1926, and sold by him exclusively by retail.

Packing-cases, wood, empty.

Pearl barley and barley-meal.

Sugar of milk.

Goods, whether produced or manufactured in New Zealand or imported, which, if imported, would be included under the following items of the Customs Tariff:—

6. Hops.
42. Honey.
43. Infants' and invalids' foods, as may be approved by the Minister.
89. Alcohol, and denatured spirit, for use in museums, universities, hospitals, and similar institutions, or for other scientific or educational purposes, in such quantities and for such purposes and under such conditions as may be approved by the Minister.
97. Bacteriological products, sera, and vaccines, as may be approved by the Minister.
100. Chloroform; ether purificatus; sulphuric ether; iodoform.
104. Disinfectants n.e.i., including coal-tar acids in combination with alkalis to form solutions which will give saponaceous disinfectants upon the addition of water; sheep-dip; weed- and scrub-killing preparations.
119. Insecticides, and fungicides, for agricultural uses; tree-washes; powdered pyrethrum flowers or dalmatian powder and powdered hellebore, in packages of not less than 5 lb. net weight.
120. Insulin; preparations made from animal glands or tissues as may be approved by the Minister.
129. Rennet n.e.i.
132. Sheep- and cattle-licks.
134. Surgeons', physicians', dentists', and opticians' appliances, instruments and materials, viz.:—

(1) Appliances (including splints) for wear, peculiarly adapted to correct a deformity of the human body, to afford support to an abnormal condition of the human body, or to reduce or alleviate such conditions, or to substitute any part of such body; stump-socks; crutches; ear-trumpets; ear-tubes, and audiphones, for the partially deaf.

(2) Surgical and dental instruments, opticians' trial cases, frames, spectacles, plain spectacle-cases, test cards and diagrams; also such other instruments and appliances peculiar to surgeons', dentists' or opticians' use as may be enumerated in any order of the Minister.

(3) Surgeons', physicians'; and dentists' materials, viz.: antiseptic dressings, gauzes, lint, tow, cotton-wool, poroplastic felt, adhesive plaster not including medicated remedial plaster or plasters, spongiopiline, bandages, catgut, and sterilized and other sewings, artificial teeth, tooth-crowns, celluloid blanks, base plates, denture-strengtheners, gutta-percha stick, points, and pellets, amadou absorbent, porcelain

powder, enamel, inlays, modelling composition, investment compound, cement and absorbent paper; also such other materials peculiar to surgeons, physicians' or dentists' use as may be enumerated in any order of the Minister.

135. Scientific and philosophical instruments and apparatus, viz.: Assay balances; chemical balances, sensitive to 2 milligrammes or less; laboratory retorts, laboratory flasks, and other instruments, and apparatus, peculiarly suited for chemical analysis and assay work; assay furnaces; retorts, dishes, and other apparatus, of fused silica or platinum, for use in chemical manufacture, or in a laboratory; microscopes, telescopes, and magnifying-glasses; also such instruments, and apparatus, specially suited for scientific and philosophical purposes, as may be approved by the Minister.
240. Films for cinematographs and similar instruments.
318. Cylinders for compressed gases.

Conditions in New Zealand

Our New Zealand correspondent, writing with regard to business conditions, states that "the 25 per cent. exchange and the sales tax has caused the majority of chemists to hold up their indents. The purchasing public are very badly hit and buying has been considerably curtailed, in fact it is confined chiefly to necessities. It is quite possible that ultimately the position of chemists may not be quite so bad as anticipated. Without a doubt, unless manufacturers overseas reduce prices, many patent and toilet preparations will be so high in price that they will disappear from the retailer's shelves. Their place will be taken by preparations made either locally or in the pharmacy. Already more and more galenicals are being made by the chemists themselves, and it is just possible that the reduced turnover may be compensated by increased profit."

Festivities

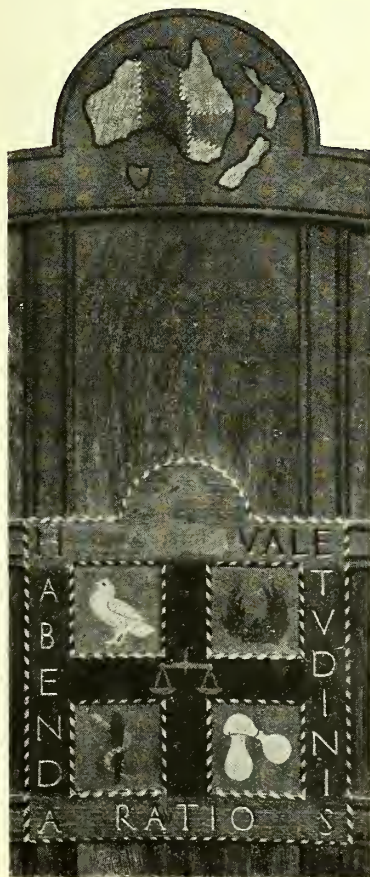
Thames Valley Dance

THE last social function of the present session of the Thames Valley District Pharmacists' Association took the form of a dance at the Kingston Hotel, Kingston-on-Thames, on April 4. A large company attended, and the good arrangements made the evening an enjoyable one.

Manchester Whist Drive

THE last whist drive of the session of the Junior Branch of the Manchester Pharmaceutical Association was held on March 29. About seventy members and friends attended. Prizes were presented by Mrs. Simmons to the following:—*Ladies*, (1) Mrs. Cronin; (2) Miss Ralston; (3) Miss E. Findlow; (4) Miss M. E. Morgan; (5) Miss E. Porter; (hidden number) Miss Ryan; (travelling prize) Miss Robinson; (booby) Miss B. Morrison. *Gentlemen*, (1) Mr. J. R. Hodgkinson; (2) Mr. W. H. Jacques; (3) Mr. D. Dickson; (4) Mr. E. Barker; (5) Mr. W. Edwards; (hidden number) Mr. S. Morrison; (travelling prize) Mr. E. H. Simmons; (booby) Mr. H. C. Vyse. The donors of the prizes were as follows:—Allen & Hanburys, Ltd.; Boots, Ltd.; Brook, Parker & Co., Ltd.; Cow & Gate, Ltd.; Arthur H. Cox & Co., Ltd.; Genatosan, Ltd.; Hirst, Brooke & Hirst, Ltd.; Macleans, Ltd.; May, Roberts, & Co., Ltd.; S. Maw, Son & Sons, Ltd.; Parke, Davis & Co.; and A. Wander, Ltd. A cordial vote of thanks was accorded to the donors and to Mrs. Simmons.

Pharmaceutical Society's New Presidential Chair



THE presidential chair presented to the Pharmaceutical Society of Great Britain by the Pharmaceutical Societies of Australia and New Zealand has now been completed. It will be presented through the medium of the London-Sydney telephone during the course of the British Pharmaceutical Conference meeting in London next July. It has been designed and made by Mr. Eric Sharpe, of Martyr Worthy, Winchester. The wood used is Australian black bean. The centre panel is a reproduction of the Society's crest in inlaid woods surrounded by the motto. Above is an outline of Australia, New Zealand and Tasmania, the outline of each state being cut from a piece of wood sent by the Pharmaceutical Society of that state for the purpose and incorporated in the chair. The following are the woods which have been used:—Victoria, Victorian mountain ash; New South Wales, coachwood; Queensland, walnut; South Australia, sheoak (dark variety); Western Australia, sheoak; Tasmania, Tasmanian blackwood; New Zealand (North Island), mottled kauri; New Zealand (South Island), rewa rewa.

The chair is not merely a fine example of craftsmanship and a unique piece of furniture, it is a lasting testimony to the cordial relationship which exists between the Pharmaceutical Societies of Australasia and the home Society. It will long remain a valued and cherished possession of the Pharmaceutical Society of Great Britain.



Association Meetings

Liverpool.—An enjoyable evening was spent by members of the Liverpool Branch of the Photographic Dealers' Association on April 5, when they were invited to meet the directors of Ilford, Ltd. Mr. H. Humphreys Jones was in the chair, and in an interesting lantern lecture Mr. Farr gave some details of the newer developments in photography. Mr. T. Midgeley Illingworth and Mr. H. J. Kraushaar also spoke on various aspects of the photographic trade, whilst Mr. Guy Pack, advertising manager, explained that they were doing all they could to make photography more popular with amateurs. Mr. Harold Lomax proposed a vote of thanks, which was seconded by Mr. L. W. Mussell and supported by Miss Mumford.

London (S.-W.).—A meeting of the South-West London Chemists' Association and Branch of the Pharmaceutical Society was held on April 10. To commemorate the twenty-first anniversary of the founding of the Association, Mr. H. R. Edgecombe presented a chairman's gavel and sounding board, inscribed with the names of all the past-presidents. After the chairman had accepted the gift, he called upon the Association's founder-president, Mr. John Keall (vice-president of the Pharmaceutical Society) to address the meeting on *The Pharmacy and Poisons Bill*. Mr. Keall said the first Bill contained many parts which were unacceptable and unsatisfactory. The Society's opposition had been directed to the two fundamentals which had been discussed and approved by the last delegate meeting. That part which dealt with the restriction of dispensing to pharmacists had not been obtained in the new Bill, but that which dealt with the restriction of the new Part II poison list was covered by the new Bill. Mr. Keall considered that the new Statutory Committee would function usefully and satisfactorily. The Bill, he said, defined clearly the position of corporate bodies, but the term "pharmacist" was confined to the personal business. The sale of poisons by means of automatic machines was prohibited by the Bill. After questions had been asked and answered, the chairman invited Mr. J. F. McNeal, who was present as a visitor, to address the meeting. The meeting closed with a strong appeal by Mr. Keall for support for Mrs. A. Freke at the forthcoming Council election. The Association is asking for support for both Mrs. Freke and Mr. Keall.

Manchester.—The annual meeting of the Manchester Pharmaceutical Association was held at the Victoria Hotel on April 6, the president (Mr. E. H. Simmons) in the chair. The secretary (Mr. T. Miller) gave the annual report, which was considered very satisfactory. The treasurer (Mr. W. I. Scholes) reported a balance in hand of £103 13s., against £127 3s. last year; this was considered satisfactory. Mr. A. C. Vallance, who has been auditor for many years, has resigned owing to difficulty of travelling and lack of time. The secretary was directed to send a letter accepting his resignation, and to thank Mr. Vallance for his work as auditor. Mr. Percy Woolley was elected in his stead. Votes of thanks to all the chief officers of the Association and the junior section were passed. The result of the election of twenty-four candidates for the council of the Association for the coming year was declared as follows:—Messrs. Barker, Berry, Brindle, Cleworth, Collins, Cronin, Dickson, R. G. Edwards, W. Edwards, Franklin, Grier, Lewis, Maskell, Miller, Nidd, Phillipson, Miss Roberts, Scholes, Simmons, Stabler, Steinman, Thorpe, Walters, Wood. The president declared these elected. The scrutineers (Messrs. Haworth and Livesey, who had a bigger task than has ever before fallen to their lot) were thanked for their services. An interesting discussion took place regarding a proposed advertising scheme for toothpaste, etc. This was considered unfair and not conducive to good business. It was decided to protest against it. Mr. E. H. Simmons gave a summary of the main features of the Pharmacy and Poisons Bill, which he said was a very different Bill from the last one. There were many important changes, which

he sincerely believed were for the better. He dealt at considerable length with what he regarded as criticism of a virulent type, which had appeared in a trade journal. Pharmacy, he said, would be in a far better position than ever before.

West Ham.—The annual meeting of the West Ham and Eastern District Association of Pharmacists and Branch of the Pharmaceutical Society was held on March 30, Mr. W. Main (president) in the chair. There was a good attendance. Statements of accounts for the year were presented and adopted. These showed a donation of £100 to the Society's Benevolent Fund, and an increased balance in hand. The president gave a *résumé* of the principal work during the year. The vice-president (Mr. Arthur Mortimer) gave a short address on *Things Parliamentary Affecting Pharmacy*. The following were elected to the Committee for the ensuing year:—Messrs. Beardsley, Cobb, Cooper, Gaze, Graham, Gray, Hodgson, Jones, Kirkpatrick, Main, Maxey, Mortimer, Reed, Thom, Thomson and Wathen. At a subsequent meeting, held on April 7, the following officers were appointed:—*President*, Mr. Arthur Mortimer; *Vice-Presidents*, Mr. W. Gray and Mr. W. Main; *Secretary and Treasurer*, Mr. J. Reed; *Assistant Secretary*, Mr. S. S. Wheatley; *Auditors*, Mr. W. Potter and Mr. C. F. Ward; *Auditor for Branch*, Mr. G. Tocher.

Kilkenny's Pharmacies

KILKENNY city, with a population of over 10,000, has now six pharmacies and two druggists' establishments. A representative of *THE CHEMIST AND DRUGGIST* who recently visited "the marble city," as it is called, first came, on the way up from the station, upon Mr. George Gilmore, at his pharmacy in Patrick Street. In addition to his old-established business here Mr. Gilmore has taken over Dr. White's Hall in High Street. From Patrick Street he continued on to Rose Inn Street and paid a call upon Mr. Thomas J. Barrett, who has an attractive Hall looking down towards the castle. Mr. Barrett was hard at work putting in a window of Irish pharmaceutical goods. Next a call was made upon Mr. Patrick Teehan, who has just opened a compact and well laid out pharmacy at 101 High Street, pictures of which appear in this issue. Mr. Teehan is no stranger to Kilkenny, having served his apprenticeship in the city with Mr. M. Mahony. In addition to the pharmaceutical, Mr. Teehan is also conducting an optical business. It is interesting to note that the attractive dispensing screen, in mahogany, with plate glass mirrors, the fine counter fittings and cases, and the shelvings and window casing, also done in mahogany, were all the work of a competent local craftsman. Mr. Teehan's fine new premises, which occupy a good position overlooking the parade, are finished on the exterior in mahogany colour with gold lettering, the whole presenting a smart appearance. The next call was upon Mr. Michael Mahony, at 23 High Street, who conducts an old and well-established business. Just beyond High Street, on the way to St. Canice's Cathedral, is Mr. James P. Ryan's pharmacy, 22 Parliament Street. This concluded the tour of the pharmacies, and he left with the feeling that the people in the locality are well and capably served.



MR. P. TEEHAN, PH.C.

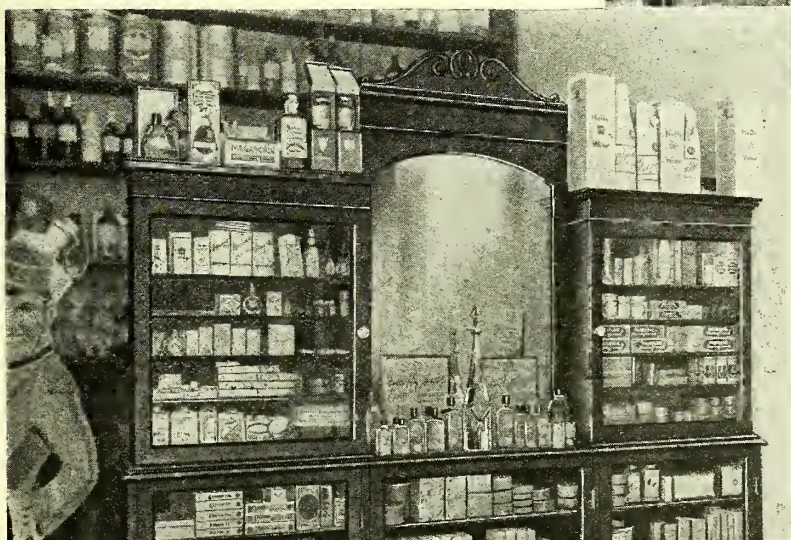
In Historical Ireland



A SCENE IN KILKENNY



*THREE VIEWS OF THE
PHARMACY OF
MR. P. TEEHAN, PH.C.,
KILKENNY*



Trade Notes

WASP flybands are advertised in this issue by F. W. Hampshire & Co., Ltd., Sunnysdale, Derby.

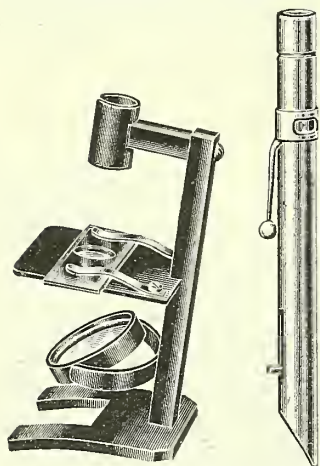
NUFIX.—Walden, Walden & Co., 15 Grape Street, London, W.C., announce a bonus offer in connection with their popular hair dressing.

CANDA PEN SERIES.—The sole export agents for this series of products, manufactured by Clay & Abraham, Ltd., are William Alfred Jones, Ltd., West India House, Maryland Street, Liverpool.

W. J. MYATT & Co., LTD., Argent Works, Birmingham, have brought out an inexpensive razor set comprising a safety razor, one blade and spare blade box, enclosed in a velvet-lined metal case with a snap lid.

BUTIL.—The Butywave Co., 5 Rampayne Street, Vauxhall Bridge Road, London, S.W.1, are placing on the market a small size of Butil to retail at a popular price. One dozen bottles are enclosed in a display outer.

AN INEXPENSIVE MICROSCOPE.—The General Optical



Co., 120 Clerkenwell Road, London, E.C.1, are offering a microscope suitable for students of botany and chemistry. The pencil portion shown in the illustration can be used as a magnifier and carried in the pocket by means of the clip fastener, though, ordinarily, of course, it would be inserted in the stand. The apparatus is sent out in a box with three slides (two with objects, one plain); it gives high magnification and excellent definition.

TOKALON, LTD., Chase Road, London, N.W.10, have drawn our attention to their latest line—a lipstick to sell at a popular price. Individually carded, this toilet aid is available in three shades (light red, dark red and orange) and is stated to be tasteless, non-greasy and to stay on.

HALEX BRUSHES.—The British Xylonite Co., Ltd., Hale End, London, E.4, are making a bonus offer in connection with their brushes. The company have greatly improved the Halex No. 2 toothbrush, and as this brush will be strongly featured in national advertising good sales of it are to be expected.

LIPVAC FLASKS, LTD., 8 Ludgate Square, London, E.C.4, have placed on the market an improved model (No. 3) of their vacuum flasks. The advantages of this latest type include a pouring lip, aluminium cup with handle, and the corrugated canister in attractive colours. The company's new telephone number is City 3949.

"**NUBRIAN TOPICS**" is the title of a publication being sent out by Francis Newbery & Sons, Ltd., druggists' sundriesmen, Charterhouse Square, London, E.C.1. The contents are contributed by manufacturers of a number of well-known proprietaries and suggestions are made as to how business can be increased. A copy of this "messenger from Newberys" is obtainable on request.

GLAXO LABORATORIES, 56 Osnaurgh Street, London, N.W.1, have sent us a copy of the April issue of the "Glaxogram," which this month appears in a new and more convenient style. Among the articles which should not be overlooked is that on the retention by chemists of the sale of products containing glucose, and

that dealing with baby food business. Chemists who do not receive this publication may obtain it on request from the above address.

JOHNSON & SONS, MANUFACTURING CHEMISTS, LTD., Hendon, London, N.W.4, are again organising a holiday competition among users of their photographic preparations, and there are cash prizes for dealers who supply the chemicals to certain winners. Leaflets giving details of this event will be supplied for counter distribution on request. The company is also continuing throughout the season their special bonus box offer to dealers. It is interesting to note that Messrs. Johnson's photographic chemicals have been used with great success by the Houston Mount Everest expedition.

ALLEN & HANBURYS, LTD., Bethnal Green, London, E.2, are introducing Elixir of Liver A. & H. with iron. Each fluid ounce contains liver extract equivalent to 4 oz. of fresh mammalian liver with 30 gr. of iron and ammonium citrate. This preparation is being issued in 4, 8 and 16 oz. bottles. There are also two other new products to which attention may be drawn—milk foods. Allenburys half-cream milk food is for infants who exhibit symptoms of acidosis due to a fat intolerance, or inability to assimilate a full cream food. Allenburys milk food with additional iron is for the treatment of nutritional anæmia in infants. It contains 900 parts per million of iron, as iron and ammonium citrate. These foods will be issued in one size only.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," April 12, 1933.)

- "**NORICENE**" ; for chemicals (2). By British Dyestuffs Corporation, Ltd., Hexagon House, Blackley, Manchester. 536,849.
- "**RING**" with square design incorporating fish on circle and signature "A. W. Salmon" ; for veterinary ointment (2). By A. W. Salmon, 86 High Street, Dunmow, Essex. 534,801.
- "**HEALTHINE**" ; for a liquid disinfectant (2). By Reade Brothers & Co., Ltd., Cleveland Road, Wolverhampton. 535,552.
- "**DEMOTHIL**" ; for insecticides (2). By C. W. Martin & Sons, Ltd., 68 Upper Thames Street, London, E.C.4. 537,583.
- "**URAB**" ; for medicines for sheep, cattle and horses (2). By J. & J. Black, Newton Farm, Kilmalcolm, Scotland. 538,259.
- "**ALVIT**" ; for seed dressing material (2). By Chemische Fabrik Ludwig Meyer, Ingelheimerstrasse, Mainz a/Rhine, Germany. 539,018.
- "**ANNIMEX**" ; for veterinary preparations for dogs and cats (2). By Vet Remedies, Ltd., 21 Eagle Street, Holborn, London, W.C.1. 539,358.
- "**HALIVEROL**" ; for all goods (3). By Parke, Davis & Co., Foot of McDougal Avenue, Detroit, Michigan, U.S.A. 533,875.
- "**GOLDEN LIFE PRODUCTS**" with design of sun on the horizon ("Golden Life" disclaimed) ; for medicinal chemicals (3). By W. H. Webber, 30 Kings Road, London, N.W.1. 537,079.
- "**FILIVEX**" ; for medicated extracts of liver (3). By J. Nathan & Co., Ltd. 16 St. Helen's Place, London, E.C.3. 538,112.
- "**BUCCALINE**" ; for medicinal chemicals (3). By Institut Séro-Thérapique et Vaccinal Suisse Berne, Friedbühlstr. 36, Berne, Switzerland. 538,359.
- "**NISTO**" ; for ointments for catarrh, etc. (3). By J. P. Hunt, 82 Corringham Road, London, N.W.11. 538,403.
- "**VARATONE**" ; for an indigestion remedy (3). By A. Bishop, Ltd., 48 Spelman Street, London, E.1. 538,410. (Associated.)

Births

Notices for insertion in this column must be properly authenticated.

MATTHEW.—At "Millbank," Halbeath Road, Dunfermline, on April 11, the wife of Henry Matthew, chemist and druggist, of a daughter.

PACKWOOD.—At 87 St. Thomas Street, Weymouth, on April 13, the wife of J. Packwood, M.P.S., of a daughter.

Marriages

BENNOCH—MCLEAN.—At South Church, Prestwick, on April 15, John Bennoch to Annie Wyld McLean, chemist and druggist.

LEA—BARRETT.—At St. Mary's Church, Cardiff, on April 17, Frederic Cook Lea, Ph.C., F.S.M.C., F.B.O.A., only son of Mr. F. Lea, M.P.S., F.B.O.A., Cardiff, to Catherine Theresa Barrett, chemist and druggist.

SYKES—KAY.—At St. Peter's Church, Paddington, London, W., on April 12, Charles Herbert Sykes, Ph.C. (pharmacist, London Hospital), to Doris Bell Kay.

Deaths

KNIGHTS.—At The Laurels, Houghton, Huntingdon, recently, Mr. George Ekins Knights, retired chemist and druggist, aged seventy-six. Mr. Knights was, till a month ago, a member of the St. Ives Rural District Council, on which he served for upwards of thirty years. He was also a Past Master of the St. Ives Lodge of Freemasons, and was well known locally.

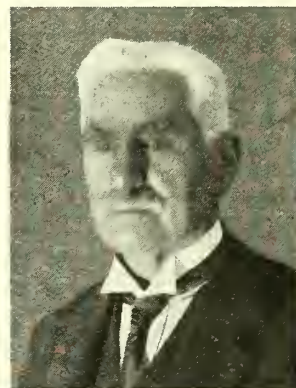
MARTINDALE.—The funeral of the late Dr. W. Harrison Martindale, 12 New Cavendish Street, London, W.1, whose death was recorded in our issue of April 15 (p. 414), took place on April 12 at Icklesham Church, Sussex, in the presence of several relatives and friends. The first part of the service was taken at Christ Church, Brondesbury, N.W., by the Rev. W. Evans, Rector of Brondesbury. The hymn was "Lead, Kindly Light," and the Nunc Dimittis was sung by the choir. The congregation at the church included Mrs. W. H. Martindale (widow), Mr. W. H. Martindale (son), Miss Martindale (sister), Mrs. Oxley (sister-in-law), Mr. and Mrs. Oxley, jun., Mr. S. L. Ward (secretary of Dr. Martindale's business), Mr. A. J. V. Field (general manager), Mr. J. T. Evans (retail manager), Mr. H. S. Frid, Mr. G. Wallace, Mr. J. E. Bussey, Mr. F. J. Dewdney and other members of the staff, Mr. H. N. Linstead (representing the Pharmaceutical Society of Great Britain), Mr. W. K. Fitch (editor of "The Pharmaceutical Journal"), Mr. Anthony Mallows Freeman and the Hon. Vermeth Ritchie (representing the Old Town of Winchelsea), Dr. Macevoy, Mr. G. H. Jackson (Peat, Marwick, Mitchell & Co.), Miss Kirby (Lamartine Yates & Morgan), Mr. H. A. Knapton, Mr. J. Manson (Squire & Sons, Ltd), Mr. C. E. Sage, Mr. and Mrs. W. Ellis, Miss Adams, Mrs. Hall, Miss Fisher, Mr. T. Taylor, Miss A. Taylor, Sister Hatcher (Church Army), Nurse Beck and other friends. A guard of honour was formed by the Church Lads Brigade (of which Dr. Martindale had been a keen supporter) under Major F. C. Vass. There were many floral tributes.

ROBERTS.—At Pembroke Nursing Home, Clifton, Bristol, on April 17, Mr. Stanley Vincent Roberts, Ph.C., 6 Lower Belgrave Street, London, S.W.1, aged fifty. Mr. Roberts, who passed the Major examination in 1905, carried on the business long associated with Gulliver & Co.

SHIPTON.—On April 12, Mr. Edmund Alfred Shipton, M.C., M.P.S., 218 Heathfield Road, Birmingham, aged fifty. Mr. Shipton received his education at the Merchant Venturers' School, Bristol, and subsequently became a mine manager in South Africa. At the out-

break of the recent war he returned to England and joined the Cambridgeshire Regiment as a private. Later he became an officer, and for special work, done at Messines Ridge, received the Military Cross. At the time of his death he was in business at 218 Heathfield Road and 102 Wheeler Street, and was a partner in business with Mr. T. D. Richards, M.P.S. He was a member of the Alchemy Lodge, No. 3950. Mr. Shipton leaves a widow and a daughter.

SYMONDS.—The funeral of the late Mr. J. A. Symonds, chemist and druggist, Ipswich, whose death was recorded in our issue of April 15 (p. 415), took place at Ipswich Cemetery on April 12. The first part of the service, which was choral, was held at St. Lawrence Church. Among those present in addition to the family mourners were Messrs. L. Piper (president, Ipswich Branch of the Pharmaceutical Society of Great Britain), S. J. Stearn (National Pharmaceutical Union), C. Smalley (Ipswich Pharmaceutical Committee), C. Bayley (Uppingham), Wiggan, Evelyn (Stowmarket), Hales, Davies, A. P. Ridley, Cornell, Croasdale, Coutts, Edwards, and the staff of the pharmacy. Mr. Symonds is survived by a widow and four daughters, one of whom, Mrs. Cook, is a pharmacist.



Mr. J. A. SYMONDS

TOWNLEY.—At his residence, The Hollies, Keswick, on April 12, Mr. Thomas William Townley, J.P., Ph.C., aged eighty-two. Mr. Townley served his apprenticeship at Ambleside, and after passing the Major examination acquired the Keswick business of Mr. John Harrison in December 1872. In recent years he served as secretary of the West Cumberland Branch of the Pharmaceutical Society and as a representative on the Cumberland Insurance Committee. Until a few months ago Mr. Townley was regularly at his business, in which he has had associated with him for some years one of his sons, Mr. T. T. Townley, chemist and druggist. He was for a time a member of the Keswick Urban Council, and held office as chairman; he was also a governor of the Keswick School, and took a prominent part in local affairs. His wife died last June. The funeral took place at St. John's Church on April 15. In addition to family mourners there were representatives present from the Keswick Urban Council, the Northern Pricing Bureau, Keswick School, Keswick Literary Society, the West Cumberland Branch of the Pharmaceutical Society and other bodies.

Personalities

THE new address in London of Mr. C. H. Davis (R. F. White & Co., Ltd., Mitcham, Surrey) is 21 White Hart Lane, Wood Green, N.22.

MR. R. ROBINSON, chemist and druggist, Cardiff, has been elected to the National Council of the Photographic Dealers' Association.

MR. O. F. C. BROMFIELD, J.P., a member of the editorial staff of THE CHEMIST AND DRUGGIST, has been unanimously re-elected chairman of the Bexley Urban District Council.

A PORTRAIT and appreciation of Mr. J. P. Gilmour, who recently retired from the editorship of "The Pharmaceutical Journal," was published in the March issue of the "Journal of the American Pharmaceutical Association." An excerpt was also printed on "British Pharmacopoeias" from Mr. Gilmour's "Origins of British Pharmacy."

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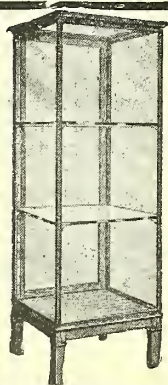
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Medicine-Stamp Duty

BUDGET time always brings a crop of more or less interesting suggestions as to how the Chancellor of the Exchequer might raise revenue or assist trade by lessening his demands. Pharmaceutical circles are not free from the tendency to educate the Chancellor in the best method of obtaining the necessary revenue—from other pockets. This tendency has caused rumours regarding the manner in which he may (or is going to) deal with the loss of revenue due to evasions of medicine-stamp duty. On the one hand, the obvious suggestion is made that any proprietary medicine sold under a trade name or trade mark and recommended for the prevention, cure or relief of ailments ought not to escape payment of duty. On the other hand, there is the suggestion that the time has come to sweep away all exemptions and make the retail chemist pay tax on medicines he packs which are in no sense proprietary articles, but which compete with them. There are suggestions that the medicine duty should be lowered in amount and for the reintroduction of small stamps for application to sixpenny lines; there are others that chemists should object to any reduction of the stamp duty and should ask for a heavy increase in the licence fee, that broken bulk should not be allowed, and that there should be special provisions for allowing broken bulk sales in suitable packets from a stamped original container. Lastly, there is the important suggestion that the duty should be swept away altogether and the revenue from the proprietary medicine business obtained by special licences for each class engaged in the business, i.e., manufacturer, wholesaler and retailer; in other words, a suggestion to tax the business, but not the medicine. How many of these ideas have actually been submitted for the Chancellor's consideration is not ascertainable, but it is known that some of them have been.

The Protection Conferred by the Acts

The sweeping away of the tax, with or without special licence fees for those engaged in the business, is a matter which needs careful consideration by the retail chemist. Whatever may be the merits of the various methods of applying the duty to proprietary medicines, there is a very important point which needs stressing in connection with the chemist's position under the Medicine Stamp Acts. Most of those who write or speak about this subject refer to the "known, admitted and approved" exemption only in its relationship to the payment of stamp duty. It is almost universally regarded as being nothing more than an exemption from duty. If the "known, admitted and approved" exemption is looked at in its proper light, it is a statutory privilege which protects the chemist in the practice of his business

as an ordinary seller of drugs and medicines. It is not difficult to visualise the possibilities in regard to outside competition if the medicine-stamp duty was swept away, carrying with it the "known, admitted and approved" exemption, and every trader was entitled to pack and sell medicines of every kind recommended for the prevention, cure or relief of human ailments without any licence or duty being payable. Bad as competition is to-day, the position of the trade would be incomparably worse if the Medicine Stamp Acts were repealed and every other trader was able to buy and sell specially packed lines of his own proprietary preparations. The manufacturers and wholesalers of existing proprietary medicines, as well as retail chemists, will do well to regard the Medicine Stamp Acts as being protective of their interests to a very considerable extent; and they should be careful that no section of the trade does anything to disturb this valuable character of the present Acts. Some of the suggestions mentioned would go far towards inflicting injury on the trade as a whole, while others would injure the retail trade only. It is thought probable that the Chancellor of the Exchequer may not regard the possible proceeds of a radical change in the medicine-stamp duty as sufficient justification for introducing complicated amending legislation such as would be needed to bring the century-old Acts up to date for revenue purposes.

Varying Profits

THE question of net profits and their varying percentage as the business develops, recently raised by a pharmacist in *THE CHEMIST AND DRUGGIST*, will no doubt evoke many comments, as it is (or should be) a subject of vital interest to all chemists in business. A business which shows a bigger profit in the early years than in the later is surely an exception to the general rule. It is difficult, and perhaps impossible, to form an adequate judgment upon the slender information contained in the letter; but it may be assumed that the proportion of proprietaries sold in the first year was a small one, and that good prices were obtained for drugs, packed drugs, and other fairly profitable items. If, during the next two or three years, an increasing proportion of proprietaries was sold, the reduction in gross profits would be accounted for. The increase of slow-moving stock would not affect the percentage of gross profit to any marked extent, as this would be taken when stock-taking at invoice value, less, in certain cases, a small percentage for depreciation or falling market values. On the main question of gross profits in pharmacy to-day, few businesses, it may be said, can show a gross profit margin of 45 or even 40 per cent. It used to be the case in certain old-fashioned "family" businesses, but such conditions rarely obtain to-day. It has to be remembered what a large proportion of modern business consists of proprietaries, and another large slice of the turnover may be accounted for by insurance dispensing. Returns should be greater than a few years ago, and this affects the actual value of the gross profit, apart from the percentage. Net profit is another matter; it may well happen that as the trade develops the percentage of net profit may be stationary or even decrease, owing to the increasing expense of running the business. The proprietor of a business who has given us some statistics kept his net profit for several years at about 30 per cent. of the turnover. He ran the business single-handed when returns did not exceed £1,500 a year (in the early years of this century); as soon, however, as help had to be obtained, the net profit margin declined.

Colloids in Pharmacy

By Edward Lloyd, Bristol Royal Infirmary

THE training which a pharmacist receives in the ordinary course of his education includes, whether he realises it or not, the preparation of many colloids. Emulsions are colloidal systems, and the massing of pills proceeds according to colloidal rules. Addition of wool fat to ointments which contain water is an instance of the use of a substance having affinities for both oil and water, gum in emulsions, sodium and calcium oleates, the lecithin and cholesterol in egg yolk (turpentine emulsion) all act by spanning the gap in the surface tension of water and other liquids. An explanation of these actions which is at present current would lead straight into the physics of molecular structure, and must be sought in the physical chemistry textbooks. A fairly detailed analysis of the methods employed and the results attained in some representative pharmaceutical products will perhaps illustrate the application of colloidal principles most clearly. A familiar preparation which has led to much discussion in pharmacy is liquor bismuthi et ammon. cit. It is a typical colloidal system. The process, as specified by the B.P., 1914, required that the relatively insoluble bismuth subnitrate shall be mixed with water and citric acid. A reaction occurs which is difficult to understand on chemical considerations alone. Bismuth oxy-citrate, perhaps more likely bismuth hydroxide associated with citric acid, is formed. The bismuth deposit freed from nitric acid by washing is then dispersed by the neutralisation of the associated citric acid by means of ammonium hydroxide. In the slightly alkaline medium so formed the particles of the bismuth hydroxide become charged by adsorption of OH^- , and disperse through the medium. Except for a slight opalescence the liquid formed has all the appearance, and for practical purposes has the properties, of a true solution. This sol introduces many of the properties of colloidal systems. Bismuth in common with all the metals, not excluding even platinum and gold, when very finely dispersed through water shows a great tendency towards taking up water to form hydroxide. This is probably merely an extension of the tendency of all ions to hold by electrostatic attraction the water molecules in their immediate vicinity.

"Scale" Preparations

Ferri et ammonii citras, and the "scale" preparations in general, form another example of a colloidal system, familiar but little understood. In the preparation of ferri et ammon. cit. the ferric hydroxide is freshly precipitated, washed, "peptised" or dispersed with citric acid and ammonium hydroxide, and dried. Here the sequence of events is similar except that the mineral acidic radical (chlorine) ion is displaced by hydroxyl, through the influence of the ammonium hydroxide instead of by citric acid. The dispersion of the ferric hydroxide is brought about by the joint action of the citric ions, and ammonium ions, which together charge the ferric hydroxide, and provide an oppositely charged medium. The metallic particle, with its associated water and charging ions, is called a "micelle," and the liquid in equilibrium with it is called the "intermicellar" fluid. The drying out of surplus water under carefully controlled conditions is simply a matter of convenience for storage, and the water may be replaced when necessary; the scales being "dissolved." Liquor alum. acetatis is another instance of a colloidal sol. If the method for its preparation is carried out according to the specifications, a slightly opalescent fluid results. If an attempt is made to prepare the sol using aluminium subacetate, it is found that it is very difficult to carry out (it is possible under certain conditions), but the official method, although it appears rather involved, is far more expeditious, and this is the case with many preparations, the underlying principles of which are physical rather than purely chemical.

Ointments

Those ointments which employ metallic derivatives as the active agent are usually made from preformed salts of the metals, without the preparation being completely successful. The rationale for the use of, say, mercury salts in ointment form is not very clear, but experience has shown the utility of such preparations; the methods used in their preparation might, perhaps, be improved. Ung. hyd. ammon. is especially unsatisfactory. This has been remedied in the Austrian Pharmacopoeia by the use of the undried precipitate, dispersed through the ointment base by taking advantage of the peculiar property possessed by wool fat (itself a representative of an important class of colloid), of being able to act as intermediary between aqueous media and fats. The advantage of using the still moist precipitate is that the utility of the medicament is dependent on surface, and when such a precipitate is dispersed directly through the ointment base, the largest surface possible is brought in contact with the membrane, in a form which cannot irritate by reason of its own roughness. An ionic dispersion of the same metal may be highly irritant, or a precipitant of proteins, a very undesirable property. All these points are illustrated by the ointment of ammoniated mercury. The ointment cannot be prepared in a satisfactory manner from hyd. ammon. chlor. which has been in stock for some time. An ointment which conforms to colloidal principles is ung. hyd. ox. flav. humid. B.P.C. In the place of the coarse powder—even the powders specified in the B.P., 1932, for injection are more coarse than is necessary—a sol as concentrated as practicable could be used. Because the active surface is so very considerably increased the actual proportion of the metal may be reduced to a corresponding extent. Assuming that the proportions now in use have a rational basis, the modified amount may be arrived at by a calculation of the relative surfaces, taking average sizes of the powder particles and of the colloidal micelles. A thousand fold reduction in amount for a similar activity is a conservative estimate. The production of such sols is considerably easier than attempting to make a satisfactory ointment with the powders available in commerce and the resulting ointments make some of the products now in use appear as barbaric survivals. As an incidental detail it may be pointed out that the total cost is usually less. The sequence of events which results in a precipitate being redispersed is complicated; in outline it is as follows: When the salts, in solution, which form the insoluble compound, are mixed, the reaction proceeds rapidly. In the concentration employed, the other products of the reaction are sufficient to cause the particles formed to coagulate, a condition which follows when the intermicellar liquid is not in electrical equilibrium with the micelles. Washing with water dissolves and carries away the surplus electrolytes, until when the concentration is sufficiently reduced, the micelles are again able to disperse. During the course of washing a precipitate in qualitative analysis, the same thing occurs, and the particles which are small by comparison with the spaces in the filter paper "wash through."

Dialysis

A precipitate may be freed from the associated electrolytes much more effectively by making use of the lattice structure of a lyophilic gel, in the form of a membrane through which the electrolytes must pass if they are to get away from the colloidal micelles. Such a medium is formed by an animal membrane, or better, a cellulose membrane formed from regenerated cellulose. A membrane may be formed by the drying out of the dispersion of nitrated cellulose in alcohol and ether, called collodium. If a precipitate which is insoluble in water is enclosed in such a membrane and placed in a stream of distilled water, the surplus electrolytes soon

pass through the membrane and are carried away, leaving the colloiddally dispersed particles behind. Another action of electrolytes is now brought into evidence. All colloidal particles absorb ions from the surrounding medium. If these ions are held very firmly they may overbalance the tendency of the particles to redisperse. It is then impossible to reform, or form a sol, and the sol is described as being "irreversibly" coagulated. If the concentration of the precipitating ions can be reduced sufficiently by washing, the particles, or more correctly the micelles, redisperse and a sol results which does not pass the membrane. This process is called dialysis. An extension of the same process which makes it more rapid and complete is to place the sol in the middle compartment of a 3-cell 2-membrane vessel and arrange a direct electric potential across it, the electrodes being in the outer compartments. By this means the thermal molecular movements which result in the passage of the electrolytes through the membranes are made to move in a given direction. The process of dialysis, by which substances in colloidal dispersion may be separated from electrolytes and non-electrolytes in molecular dispersion, such as dextrose or urea, is the resultant of many physical forces. Take the inter-micellar liquid, or if the micelles have been coagulated, the supernatant liquid; the temperature will be between 0° C. and 100° C. (in a hydrosol), in which case the molecules which compose the solution or sol, together with the aggregate of molecules composing the particles, will be in motion, translatory and rotatory. The membrane is a gel, of, for example, cellulose, and water is formed from the aggregates of the basal molecules (of 4 glucose), and combined into a continuous but loose lattice structure by tertiary bonds. An impression of its general characteristics, bearing in mind the dangers of analogies, may be gained by imagining a very large (very large to get the spaces in proportion) test-tube of rubber sponge. A complete description of the structure, even if the information were all available, would necessitate covering a large amount of ground including atomic physics, the base of all physics. The structure must not be looked upon as "sieve" like, but rather as material in many layers, the component micelles of which are held from contact by electrostatic repulsions. The spaces between are occupied by water with the electrolytes in solution. The micelles and the spaces are large by comparison with the size of molecules. The membrane, in common with all matter, has a sphere of influence beyond its actual position in space, and the balance of the forces exerted on the sol may correspond with negative or positive electricity.

With pure water on one side, and the sol, with the surplus electrolytes on the other, there is a concentration gradient. The unbalanced forces set up tend to equalise themselves, a fundamental principle of physics. Molecules and ions are able to pass through the membrane with little obstruction, but the charged particles of the colloidal dispersion are either unable to pass by reason of their actual size or else (more frequently) are repelled by the membrane. The electrical fields of force involved are complex. In this manner the electrolytes, or more correctly, the electrolytes which are not held by the colloidal particles, are eliminated, and a sol in equilibrium in its phases is produced. Many substances which are extremely difficult to purify otherwise may be purified by dialysis, especially electro-dialysis. The finest kaolin used in pharmacy is a notable example of purification by electro-dialysis. Electro-dialysis removes more of the electrolytes than plain dialysis, but it has little influence over the ions adsorbed by the particles, unless the electrolysis incidental to the maintenance of potential difference causes chemical change. Each sol has its own peculiarities, and is as individual as, say, one of the elements, and for much the same reason; they are both instances of balanced systems.

Injectons

The most obvious and extensive use of colloidal principles in the manufacture of products for use in medicine, is in the preparation of liquids which are to be injected by the intravenous, and the even more critical intramuscular, route. To understand the condi-

tions with which such injections must conform, some appreciation of the blood and tissues as colloidal systems must be obtained. In biological work it is the minute differences of P_H , surface tension, ratios of electrolytes, and so on, which are significant, differences which often lie within the limit of error of most methods of analysis. If the different constituents of a protein particle are disregarded and the particle taken as a whole, the particle may be described as a body which is capable of reacting as an acid, or alkali, in relation to appropriate media, of absorbing varying amounts of water, that is becoming associated through the tertiary valences, and swelling or decreasing in size, and of adsorbing varying amounts of electrolytes such as calcium. All of these properties and many more are constantly in play when the particle is functioning as a part of a living organism. As long as the changes to which the particles are called upon to react remain within a given small range, they retain their properties, but contact with too great a change, whether in P_H or temperature, or electro-magnetic radiations, causes the particles to disintegrate and cease to function. If this is applied over a relatively large proportion of the organism, or to a part of the organism which governs the rest, especially those parts which govern the gas exchange, the whole organism ceases to function; it dies. It is into such a complex that intravenous injections are applied, the principal ingredient of which is intended to have a specific effect on some part of the organism. It is impossible to devise any injection which is quite free from deleterious effects, but by the application of certain principles, mainly colloidal, an injection may be contrived which causes only slight and reparable damage.

Practical Data

Below are given details of the personal experience of the writer in the preparation of some examples of such injections made for experimental purposes and for actual practice. It was desired to use a preparation of lead and selenium, to be administered by the intravenous route. Lead combines with selenium in stoichiometrical proportions to form a compound insoluble in water, and it is on this base that the injection is built. Lead, if injected in the ionic form, combines with, or is adsorbed by, the proteins with which it comes in contact, but even if it remained in the solution, its powerful electric field (common to all heavy metals) would upset the balance of the blood, and the repercussions of this might be severe. In actual experiment, the effect, provided the injection reaches the bloodstream, without any remaining in the connective tissues, is not as severe as might have been anticipated. The more remote effects are not easy to estimate and all precautions possible must be taken to control the immediate and remote effects. When the lead is combined with the selenium, it is almost entirely removed from the ionic state, because the compound is insoluble. If the reaction between the sources of lead and selenium ions takes place in water, and the solution of electrolytes remaining from the reaction, the particles so formed will clump together and sink, leaving a clear supernatant liquid. An injection, even more than a mixture to be given by the mouth, must be homogeneous, and steps must be taken to maintain that condition. Advantage may be taken of the property of lyophilic systems which enables them to "protect" a lyophobic sol and make them less susceptible to the precipitating action of electrolytes. Some of the most effective protective agents are to be found amongst the degradation products of proteins; but to be used as an adjunct of an injection, the substance chosen must have as little physiological effect as possible. This is found in acacia, provided the impurities are eliminated. For the purpose under consideration, this can be attained by using the best grade of acacia available, dissolving, or dispersing in water, heating to 100° C., allowing the sterile liquid to stand for at least 24 hours filtering through sintered glass (paper leaves objectionable fibres) and repeating the sterilisation. If the reaction takes place in the presence of the acacia, about 1 per cent. of the particles of selenide as they form are protected from precipitation, and as the compound is insoluble there is little tendency for particles to grow. As no particles of matter larger than those in colloidal dispersion should be present in an

injection, the resulting sol must be filtered. This introduces another difficulty, because in contact with air (oxygen) the lead selenide rapidly deposits elemental selenium. To avoid this occurrence, the whole operation, until the individual doses are sealed in ampoules, must be carried out in the absence of air and conveniently in the presence of nitrogen. If all these conditions are satisfied, the sol causes very little local disturbance, provided correct technique is used in the actual injection, which is, fortunately, no immediate concern of the pharmacist. The hydrogen ion concentration is about PH_5 . The hydrogen ion concentration of an injection is of great importance, and should be as near the neutral point as possible. This is rarely possible, because of even greater importance is the maintenance of the colloidal system. An injection is likely to cause real trouble if the PH is more acid than about PH_4 , or more alkaline than PH_9 . The preparation of oily suspensions is common, but can scarcely be defended except on grounds of expediency.

Colloidal Sulphur

Another preparation which introduces a substance of great interest from a therapeutic and colloidal standpoint is colloidal sulphur. Sulphur is stated in the reference books to exist in a number of "allotropic" forms, but all these forms are merely the sulphur atom, or molecule at different energy levels, and may be caused to pass through the different forms by heat treatment. Colloidal systems of sulphur complexes are numerous, the most familiar perhaps being those in which sulphur is peptised and dispersed by an alkaline or earthy sulphide, such as potassa sulphurata. This method of dispersing sulphur is used on an enormous scale in agriculture and horticulture, because it offers an effective means for the application of this active destroyer of low orders of life, animal and plant. For intravenous injection, these preparations are ruled out because they are too alkaline and cause severe reactions. Sulphur may be dispersed in acid media, and numerous preparations have been put on the market. An extensive trial in experimental and clinical practice indicated defects in many of these preparations including, and perhaps especially, oily solutions. A preparation which has withstood many tests is prepared as follows:—Sulphuric acid and sodium thiosulphate under strictly controlled conditions of concentration and temperature, are mixed, and freed, by washing and dialysis, from excess of electrolytes, the sulphur content estimated and the concentration of sulphur adjusted to 0.5 per cent. An injection produced in this way without further treatment creates local disturbances and causes the blood in contact with it to coagulate. This sulphur sol is described in the literature as Oden Sol and is a complex of S_μ with pentathionic acid, on which the stability of this particular form of sulphur sol depends. The pentathionic acid is immediately decomposed in the presence of OH ions, while the sol, as prepared by dialysis, has a hydrogen ion concentration of about PH_3 , too acid for safety. The sol is a good study in adsorption because it illustrates clearly the effect of different ions. The necessity for bringing the PH as nearly as possible to PH_7 introduces the complication of adding a buffer and some alkaline salt. It is found on experiment that the sol is tolerant to lithium and sodium, provided that the PH never changes to PH_7 , beyond which the sol loses its characteristics; while potassium ions cause irreversible precipitation, which means that the ions are so closely held that washing with water fails to remove enough of them to counteract their coagulation effect. Ammonium salts break up the pentathionic acid even in acid solution, and divalent and trivalent actions precipitate the sol even in low concentration. Lithium has least effect. The PH may be adjusted to about 5.6 by the addition of lithium citrate without great loss of stability, and the sol will keep well, provided the containers are of hard glass.

Difficulties with Acacia

The physiological reaction which develops with inconvenient rapidity may be delayed by the addition of acacia, which is, however, by no means merely the di-arabinan, tetragalactan of the reference books, but a complex system which includes calcium and magnesium atoms as integral components. These ions bring about a rapid change in the sol, which alters its therapeutic

action. The process involved in eliminating the calcium and magnesium, illustrates further properties of colloidal systems. The presence of calcium and magnesium in the gum acacia is an instance of a fundamental principle in the functioning of living organisms (they apparently control the hydration and with it the swelling and viscosity of the proteins and carbohydrates). They are not impurities, but for the present purpose they are inconvenient, and must be either reduced in concentration below a certain level or better still, eliminated. They may be reduced in concentration by replacing them by lithium. If lithium carbonate is added to the gum solution (10 per cent. gum is convenient, and 1 per cent. lithium carbonate) a precipitate falls to the bottom of the vessel and may be removed by decantation and filtration. The PH of the gum may then be readjusted to about PH_5 with citric acid, sterilised and refiltered. The gum must not be heated while alkaline. This process reduces the calcium and magnesium considerably, and the citric acid further depresses their activity. To eliminate the calcium and magnesium almost completely, the gum, after decanting from the deposit which results from the addition of lithium carbonate, is electro-dialysed against a stream of distilled water. This process changes the hydrogen ion concentration of the gum to about $\text{PH}_{2.7}$, and this reaction is a characteristic of the best gum. Samples have given reactions ranging up to $\text{PH}_{3.5}$, which, by the way, is the reaction of Ghatti gum, when treated in this manner. The reaction of a "natural" gum-water sol is about $\text{PH}_{4.2}$. The gum, after this treatment has its reaction adjusted to about PH_5 with lithium carbonate and lithium citrate, and is used for the dilution of the sulphur sol, the final reaction of which is about PH_5 , a compromise between the neutral point desirable on physiological grounds, and the more acid reaction required for the greatest colloidal stability.

Further Points

in colloidal chemistry are illustrated by another preparation, the formula for which was originally magnesium chloride 7 per cent., sodium citrate 30 per cent. Both of these salts dissolve in water at the required concentration, but when the solution is heated for sterilisation, a deposit of, presumably, an oxy salt of the magnesium forms, and makes the injection of little value. To prepare a practicable injection the following process has been found effective. The magnesium as chloride (concentration 2 per cent.) is dissolved in water and enough sodium hydroxide added to leave a slight excess when the reaction which precipitates magnesium hydroxide is complete. This is washed once by decantation, and then by dialysis against distilled water. The membrane which has proved most effective and convenient for this purpose is the tubing of cellophane sold as covering for meat products. The edges of the sheet which forms this tubing are sealed with a zinc chloride dispersion of cellulose and must be washed before use. About 24 hours are required sufficiently to free the magma of magnesium hydroxide from the sodium chloride. It is then dissolved in all the citric acid calculated for the sodium citrate as well. The required amount of sodium hydroxide is added (conveniently in pellets), then the final quantity required to produce a reaction of PH_8 , being found by titration of a portion of solution against $\text{N}/10$ sodium hydroxide, and the exact required amount of sodium hydroxide added to the solution. This is filtered, put up in suitable ampoules and sterilised by heat. Prepared in this apparently roundabout, but actually easy manner, the solution (or more correctly dispersion of magnesium hydroxide in sodium citrate) remains clear indefinitely. As it is used as an emergency measure for hæmorrhage, this stability is important. The production of this clear dispersion of magnesium hydroxide, a substance which is very insoluble in water, is an instance of the great value of colloidal principles in solving the problems which arise in extending medical technique.

EGYPTIAN NARCOTICS BUREAU.—The annual report of the Egyptian Central Narcotics Intelligence Bureau, covering the year 1932, has been issued by the Government Press at Cairo. It contains the customary record of punitive activity and is well illustrated.

Indian Revised Customs Tariff

THE revised edition of the Indian Customs Tariff, giving effect to the decisions of the Ottawa Conference, has now been published, and forms the subject of a supplement to the "Indian Trade Journal," dated February 2, 1933. The following is a summary of the new standard rates of duty and, where provided, the preferential rates of duty on (a) goods produced in the United Kingdom and (b) in a British colony.

ESSENTIAL OILS.—Citronella, cinnamon and cinnamon leaf. Standard rate, 30 per cent.; United Kingdom and Colonial preference rate, 20 per cent. duty. Almond, bergamot, camphor, clove, eucalyptus, lavender, lemon, rose and peppermint. Standard rate, 25 per cent., with no preferential rates of duty. All other kinds of natural and synthetic essential oils. Standard rate, 30 per cent.; United Kingdom preferential rate, 20 per cent., with no Colonial preferential rate of duty.

CHEMICALS, DRUGS AND MEDICINES.—There are no preferential rates of duty on the following classes of goods of United Kingdom or Colonial origin. Camphor, green copperas; hydrochloric, nitric, sulphuric, acetic, carbolic, citric and oxalic acids; alum, ammonia, potash and soda; aluminium sulphate including aluminoferric and alum cake; copper sulphate; magnesium chloride; magnesium sulphate; sodium sulphate; sodium sulphide; zinc chloride; sulphur; naphthalene; potassium chlorate; potassium cyanide; sodium bicarbonate; borax; sodium silicate; arsenic; calcium carbide; glycerine; ferrous sulphate; lead, magnesium and zinc compounds not otherwise specified; aloes; asafetida; cocaine; opium and its alkaloids and their derivatives; sarsaparilla and storax; cadmium, sulphide, cobalt oxide, selenium, uranium oxide and zinc oxide. Standard rate of 25 per cent., with a preferential rate of duty of 15 per cent. on goods of United Kingdom and Colonial origin.

The standard rate of duty on chemicals, drugs and medicines, not otherwise specified, is 30 per cent., with a preferential rate of 20 per cent. on United Kingdom and Colonial goods.

CINCHONA BARK and the alkaloids extracted therefrom, including quinine and alkaloids derived from other sources which are chemically identical with alkaloids extracted from cinchona bark are not liable to import duty.

DYES AND COLOURS.—The standard rate of duty on cutch, gambier and dyes derived from coal-tar and coal-tar derivatives is 10 per cent., with no preferential rate of duty. The standard rate of duty on other kinds of dyeing and tanning substances is 25 per cent., with no preferential rates of duty on goods of United Kingdom or Colonial origin.

PAINTS, COLOURS AND PAINTERS' MATERIALS.—The standard rate of duty on barytes, reduced dry red lead and white lead, reduced dry zinc oxide and moist zinc oxide, turpentine and substitutes and varnish not containing dangerous petroleum, is 25 per cent., with no preferential rates of duty on goods of United Kingdom or Colonial origin. The standard rate of duty on all other sorts of paints, colours and painters' materials, including paints, solutions and compositions containing dangerous petroleum is 30 per cent., with a preferential rate of 20 per cent. duty on goods of United Kingdom origin.

SOAPS.—Toilet soap. Standard rate, 35 per cent., with a preferential rate of 25 per cent. duty on United Kingdom goods. Soap, other sorts, standard rate 25 per cent., with no preferential rates.

TOILET REQUISITES, not otherwise specified. Standard rate, 30 per cent., with a preferential rate of 20 per cent. duty on United Kingdom goods.

Indian Market for Proprietary Medicines

B RITISH India is an important market for the sale of proprietary medicines. Imports for the three last fiscal years ending March 31, were as follows:—1931-32, Rs.46,14,887; 1930-31, Rs.42,90,652; 1929-30, Rs.48,56,294. Statistics showing countries of origin are not available for the last fiscal year, but for the two previous years the United Kingdom is credited with Rs.18,38,842 and Rs.24,28,660 respectively, the United States with Rs.6,90,585 and Rs.6,26,863, Germany with Rs.7,86,897 and Rs.7,41,607, France with Rs.4,56,611 and Rs.5,03,403, and Italy with Rs.2,51,446 and Rs.1,99,373.

There are in India numerous concerns manufacturing medicines, particularly for the treatment of such ailments as dysentery, cholera, plague and fevers. While the total quantity produced is fairly large, the trade is confined almost solely to those classes which of necessity must purchase low-priced products. The factories in the cities and towns are operated by pharmacists who have qualified in an Indian university, or perhaps overseas, while their products are sold chiefly in the community in which they are located.

The introduction and increasing use of proprietary medicines in India is of interest, and may be considered an achievement, inasmuch as there have been great obstacles to overcome in the matter of distance, in difference of race and language, preferences and prejudices, low purchasing power, and the traditional practice of medicines of many centuries.

To successfully launch new lines of proprietary or patent medicines is not an easy matter; but when they are established the field becomes considerable. It is first necessary to create a demand, next to get the goods on the shelves of retailers, after which they begin to move. This is usually done by advertising in newspapers and by the distribution of circulars and samples. Advertisements must not be confined to English, but must be in a number of the vernacular tongues.

It is necessary to maintain in one or more of the main centres of population a sales representative with facilities for periodically covering the whole territory. This representative becomes responsible for new channels of business, the appointing of distributors and wholesalers, and the introduction of goods to retailers. He also advises on the advertising campaign, which may be seasonal and subject to changes and withdrawals, depending upon the class and varieties of products being marketed. The Indian market differs so much from others that an export policy suitable to the country is essential, and the manufacturer and exporter should be guided by one experienced with conditions in the country. By first formulating a plan suitable to known conditions, it can be enlarged or contracted to suit the unforeseen circumstances as they arise without serious loss of time, money or goodwill.

An important point in the merchandising of goods is that they must be properly packed. Each item, such as a bottle of cough mixture, should be in a strong cardboard box securely sealed as a guarantee against substitution. The box should be attractively lettered in English, and also in one or more of the native languages. It should then be wrapped securely in transparent waterproof paper. The bottles or packages are then packed in quarter dozens, half-dozens or dozens, depending upon size, in a larger package. These latter in convenient lots are then placed in a strong corrugated paper carton. Finally these cartons are packed for shipment in strong wooden cases.

In order to obtain the initial distribution, in addition to the introductory advertising, small lots will have to be placed with retailers on a consignment basis. As these goods are sold and the demand increases, wholesalers and distributors will undertake to carry small stocks on their own account, on the understanding that if the goods are unsaleable they may be returned.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, April 20

CONDITIONS in the markets since the holidays have been generally quiet, and there are few outstanding features to comment on. Quoted values are about maintained and there is a steady undertone of more confidence shown by spot holders. The sharp break in the American dollar followed yesterday by the cancellation of gold standard as a basis of value of that currency is likely to affect prices of all products that are in any way linked to the dollar. At the moment values in these markets may be taken as nominal; in the course of the next few days, after the position has developed, the necessary adjustments in sales prices will no doubt be made by makers and dealers. We are advised that iodides and bismuth salts will not be affected and are quoted unchanged by makers; they are not now linked to the dollar. The pharmaceutical chemicals market continues steady, with no particular movements recorded except that the makers' quoted price for cream of tartar has been reduced. There is still some price-cutting going on where convention articles are concerned. In the crude drugs market matters are rather dull, with business moving on restricted lines. The application to remove the ten per cent. duty on imports of gum acacia, should it succeed, will bring about lower spot values. Norwegian cod-liver oil is firm, with fishing and oil results still on the decline. Ipecacuanha is reported steadier. Menthol has been neglected so far this week. Mercury tends dearer on a good market. Business in essential oils has been modest, but the volume of turnover is not nearly so unsatisfactory as the prices being obtained, particularly for some of the leading lines. Quoted prices are mostly about unchanged on the week in this market. Japanese peppermint is by no means active. The peculiar position of goods afloat indicates there may be January-March sold without being covered; there is, however, so far, no definite evidence to support this. The Sicilian oils remain quiet and at cheap figures for shipment. Citronella is dull and tends to be unsteady.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	April 20	Value of the £
Amsterdam ...	Fl. to £	12.107	8.47½	14/-
Berlin ...	Mks. to £	20.43	14½	14/2½
Brussels ...	Belga to £	35	24.50½	14/-
Copenhagen ...	Kr. to £	18.159	22.45	24/8½
Lisbon ...	Esc. to £	110	110	20/-
Madrid ...	Ptas. to £	25.22½	40½	31/9
Milan ...	Lire to £	92.46	66½	14/5
Montreal ...	Dol. to £	4.86½	4.20	17/3
New York ...	Dol. to £	nominal	3.85	15/10
Oslo ...	Kr. to £	18.159	19.55	21/6½
Paris ...	Fr. to £	124.21	86½	13/11½
Prague ...	Kr. to £	164.25	115½	14/0½
Stockholm ...	Kr. to £	18.159	19.00	20/11
Warsaw ...	Zloty to £	43.38	30½	14/2½
Zurich ...	Fr. to £	25.2215	17½	14/0½

Note: American dollar left gold standard on Wednesday, April 19, 1933. Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS since the reopening after the holidays has been generally restricted, with the tone quite steady. Makers' prices are all maintained. All products in this market that are in any way linked with the American dollar are nominal at the moment. Makers report they are awaiting developments before making any adjustments in their sterling prices which may be necessary. We are advised that iodides and bismuth salts will not be affected and are quoted unchanged by makers; they are not now linked to the dollar.

ACETANILID.—Market continues steady, business small: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—A steady business is being done: 56 lb., 7s.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Business is quiet, but dealers' spot prices are steadily maintained: crystals, five cwt., 17s. 10d.; two cwt.,

18s. 3d.; less than two cwt., 19s. 3d. per lb.; with powder 2½d. per lb. extra.

AMMONIUM ICHTHOSULPHONATE.—The market is steady; business limited: one cwt., 1s. 6d. in 14-lb. tins; 1s. 7d. in 1-lb. tins; 1s. 10d. in 8-oz. tins; and 2s. per lb. in 4-oz. tins.

ASPIRIN continues quite steady as quoted by makers and dealers; business fair: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., 1.0.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—Dealers' spot prices are steady; demand quiet: spot, one cwt., 11s. 3d.; 56 lb., 11s. 7d.; 14 lb., 11s. 10d.; small parcels, up to 12s. 6d. per lb.

BENZOIC ACID (B.P.).—A fair inquiry is being received; market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 1d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers report their prices unchanged.

BROMIDES.—The steadier tone continues, with the scale of prices unchanged: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb. net, without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Occasional small business; market steady: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb. in 1-lb. bottles.

CAFFEINE.—The market is unsteady, with some cheap offers about: pure alkaloid, 5s. to 5s. 3d. per lb.; citrate, 4s. 3d. to 4s. 6d. per lb., as to quantity.

CALCIUM LACTATE.—A fair inquiry is being received, market about steady: spot, one cwt., 1s. 1d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices are steadily maintained: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Market is quoted unchanged by makers at 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering spot at very keen prices.

CREAM OF TARTAR.—A fair business is being done, with home makers' quoted price reduced to 80s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting about the same figure.

CREOSOTE (B.P.).—The market is steadier. Bulk quantities in 25-kilo. demijohns, 1s. 10½d. to 1s. 11d. per lb. Smaller parcels, up to 2s. 4d. per lb.

CREOSOTE CARBONATE.—Dealers quote from 8s. 6d. to 10s. per lb., as to quantity and packing.

ETHER (METHYLATED).—Makers' prices are as follows: s.g. 0.750, 1s. 1½d.; 0.735, 1s. 2d.; 0.730, 1s. 2d.; 0.725, 1s. 4d. per lb., in w-quarts; 12 w-quarts, halfpenny less and packed in drums or carboys 1d. less.

GUAIACOL CARBONATE is about steady on spot with a limited business passing. Two cwt., 9s. 1½d.; one cwt., 9s. 3d.; 56 lb., 9s. 4½d.; smaller parcels, up to 9s. 9d. per lb.

HEXAMINE.—Fairly substantial business is being done in this product. British-made free-running crystals, five cwt., in one delivery, 1s. 11d.; one cwt., 2s. per lb., in one-cwt. kegs, and higher prices for smaller quantities, in bags. British rough powder, 1s. 7d. per lb., in kegs; foreign free-running crystals, spot, two cwt., 2s. 2d.; one cwt., 2s. 2½d.; smaller quantities, up to 2s. 6d. per lb.

HYDROQUINONE.—The controlled scale of prices is unchanged; business is moving on a fair scale: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

IODIDES.—Makers report their prices for these salts are unchanged.

LACTIC ACID (B.P.).—Bulk quantities are quoted a fraction cheaper: quantities in carboys, 1s. 4½d. to 1s. 6d.; in winchesters and bottles, 1s. 7d. to 1s. 10d. per lb., as to quantity.

METHYL SALICYLATE (B.P.).—This market is fully steady; business fair: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' spot prices are quite steady; business in small lots: two cwt., 19s. 6d.; one cwt., 20s.; 56 lb., 20s. 9d.; small parcels, 21s. 6d. per lb.

METOL.—A steady business in small quantities continues: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb. in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities at higher rates.

MILK SUGAR.—This market continues competitive for Continental material, with a further decline in values this week: one ton, 52s. 6d.; ten cwt., 53s. 6d.; two cwt., 54s. per cwt., in 2-cwt. cases.

PARAFORMALDEHYDE.—There is competition for a limited business: 100 per cent. powder, quantities in kegs, 1s. 2½d. to 1s. 3½d.; smaller parcels up to 1s. 6d. per lb.

PHENACETIN.—Reports indicate that the agreed prices are not being discounted so much, but there are still some cheap offers about: crystals or powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; one cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

PHENAZONE.—Fairly steady, with occasional cheaper offers; business not of much account: crystals, ten cwt., 9s. 10d.; five cwt., 10s.; two cwt., 10s. 2d.; and less, up to 11s. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—This market is now quite steady, with inquiry satisfactory: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

PHENYL ETHYL BARBITURIC.—Quoted prices unchanged; market continues keen: one cwt., 36s. 9d.; 56 lb., 38s.; 28 lb., 39s. 3d.; smaller quantities, 40s. 6d. per lb., in 2-lb. bottles, carriage paid; small lots in different packing at higher prices.

POTASSIUM FERMANGANATE (B.P.).—A steady business in small quantities; dealers' prices unchanged: quantities to two-cwt. drums, 8½d. to 8¾d.; druggists' parcels, 9d. to 10d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Business has been unimportant; dealers quote from about 5s. 10d. to 6s. 3d. per lb., as to quantity and packing.

PYROGALLIC ACID.—A fair inquiry continues with the market steady: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb. in 7-lb. tins.

QUININE SALTS.—Convention prices for these salts are steady: sulphate, 1s. 9d.; bihydrobromide, 2s. 5½d.; phosphate, 2s. 8½d.; ethyl carbonate, 2s. 4d.; salicylate, 2s. 4d.; hydrochlor., 2s. 2½d.; hydrobromide, 2s. 2½d.; bisulphate, 1s. 9d.; bihydrochloride, 2s. 5½d. per oz., carriage paid on bulk quantities.

RESORCIN.—Dealers with stocks of imported material are holding for 5s. 9d. to 6s. 6d. per lb., as to quantity. British material is quoted as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

SALICYLIC ACID (B.P.).—Makers' prices are as follows: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

SALOL.—Cheap material is cutting the market; business dull: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 2d. per lb.; powder 2d. per lb. extra.

SODIUM BENZOATE (B.P.).—A fair business continues with material conforming to the 1932 B.P. standard quoted from 1s. 8½d. for bulk quantities up to 1s. 11d. per lb. for small parcels.

SODIUM DIETHYLBARBITURATE.—Market is steady but slow: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller parcels, up to 14s. per lb.

SODIUM SALICYLATE (B.P.).—Market is steady at makers' prices; business about average: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

SULPHONAL.—Business is slow, dealers' prices steady: crystals, two cwt., 15s. 9d.; one cwt., 16s. 4d.; 56 lb., 16s. 7d.; smaller parcels, up to 17s. 6d. per lb., with powder 2½d. per lb. extra.

TARTARIC ACID (B.P. crystals).—Makers continue to quote for home trade at 1½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting at about level figures.

Crude Drugs, etc.

ACONITE ROOT.—Dealers' prices are steady. Napellus, 67s. 6d.; Japanese, 57s. 6d. per cwt. spot.

AGAR AGAR.—Business is slow and the market is unsteady: spot, Kobe No. 1, 2s. 2d.; No. 2, 1s. 11½d.; Yokohama No. 1, 1s. 11½d. per lb.; shipment, Kobe No. 1, 1s. 6½d.; No. 2, 1s. 5d.; Yokohama No. 1, 1s. 5d. per lb., c.i.f.

ANTIMONY.—Market is quiet, quoted unchanged: Chinese, oxide, spot, £28; shipment, £21 10s., c.i.f. Chinese, crude, spot, nominal; shipment, £17, c.i.f.

ARNICA FLOWERS.—Spot supplies of Montana flowers are available at about 9d. per lb.

BALSAMS.—Small spot business with values steady for *Tolu* at 3s. 5d. to 3s. 6d. per lb. Canada, 3s. 1d. per lb.

BELLADONNA.—Supplies continue limited with the spot value of root fully 65s. to 67s. 6d. per cwt. Leaves, 65s. per cwt.

BUCHU.—The shipment market is still rather irregular with a firm undertone. Orders might be taken from 9½d., c.i.f., and upwards for green rounds. Some new crop of good colour green rounds have arrived and the price is indicated at 1s. 2d. per lb. Spot business has been moving in bale lots at former rates.

BURDOCK ROOT.—Dealers are offering spot supplies at about 45s. per cwt.

CAMPHOR.—Inquiry on spot and for shipment remains dull; values about unchanged: spot, slabs, 2s. 3d.; flowers, 2s. 3d.; tablets, 2s. 7d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 9½d.; tablets, 2s. 0½d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CELERY SEEDS.—Spot supplies in small lots are quoted at about 2s. per lb.

CHAMOMILES.—There is a steady demand with prices fully maintained. Good white, 160s.; medium, 140s.; brownish, 130s. per cwt.

CLOVES.—Market is fairly steady, but business is still rather slow. Zanzibar, spot, 6d.; shipment, April-May, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended April 8 were 50 and the deliveries 46, leaving a stock of 1,437. From January 1 to date, landings of Zanzibar have been 1,295 and the deliveries 1,338. Landings of Madagascar for the week ended April 8 were nil, and the deliveries 2, leaving a stock of 1,107. Landings of Madagascar this year to date have been nil and the deliveries 49.

COCOA BUTTER.—Market has been dull. English, 8½d. to 10d. per lb., as to quantity.

COCONUT (DESICCATED).—Prices are quite steady, business limited. Spot, fine, 25s.; medium, 24s. per cwt.; shipment, halves, April-May, 19s. 3d. per cwt., c.i.f.

COD-LIVER OIL.—A further decline in the fishing results is notified with the total quantity of oil produced to April 15 at 64,798 hectol., compared with 80,954 hectol. at the same time last year. The shipment market for finest Lofoten steam-refined non-freezing medicinal oil is firm as quoted at 92s. 6d. to 95s. per barrel, c.i.f. Spot is at 108s. to 110s. per barrel, ex store, duty paid. There is more inquiry for shipment.

DAMIANA LEAVES.—Some small inquiry with the spot price in the region of 1s. per lb.

DIGITALIS LEAVES.—Dealers are quoting spot goods at about 60s. per cwt.

ERGOT.—Dealers are offering supplies of Spanish on spot at about 1s. 7d. per lb. Market is dull.

GELATIN.—A moderate business is being done, market steady: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 9d.; thin leaf, 1s. 8d. per lb., in cwt. lots.

GENTIAN.—Practically nothing available here. May-June shipment is firm at about 55s. per cwt., c.i.f.

GINGER.—Values are quoted easier with the market dull. West African, spot, 17s. 6d. per cwt.; for arrival, 14s. 3d. per cwt., c.i.f.

GUM ACACIA.—An application has been made to the Import Duties Committee for the removal of the ten per cent. import duty. The market is dull and rather unsteady on spot and irregular for shipment: spot, Kordofan cleaned sorts, 35s.; natural, 33s. 9d.; bleached, 70s. to 72s. 6d. per cwt., shipment, Kordofan cleaned sorts, 30s.; natural, 29s. per cwt., c.i.f.

HONEY.—Fair arrivals of Jamaican are reported for which prices are well maintained. Business is not of much account, although there is steady inquiry. The absence of any quantities of foreign honey is strengthening the market.

HYDRASTIS.—Small spot business continues with holders quoting about 4s. 3d. per lb.

IPECACUANHA.—The comparatively small stocks and firm tone in the shipment market is making Matto Grosso on spot well up to 4s. 9d. to 5s. per lb., with some holders looking for the higher figure.

LYCOPodium.—Dealers are offering spot in the region of 3s. 6d. per kilo.

MENIOL.—Since the holidays this market has been neglected. K/S brands on spot, about 15s. 1½d. and slightly less for quantities; shipments is a point easier with April-May at about 12s. 10½d. per lb., c.i.f. On Thursday morning the market was still dull and quoted unchanged.

MERCURY.—The shipment market is firm and there has been more inquiry from America. The market is liable to sharp movements with the dollar. Spot is rather dearer at £9 17s. 6d. to £10 5s. per bottle, ex store, as to quantity.

OPium.—The shipment market is reported firmer with bulk lots now quoted at about 1s. 1d. per unit, landed and duty paid; smaller parcels, about 1s. 2d. per unit.

PARSLEY SEEDS.—Dealers are quoting spot at about 32s. 6d. per cwt.

PEPPER.—Values are level on the week; market quiet but fairly steady. Lampong, spot, 5½d.; shipment, April-June, 3½d.; May-July, 3½d.; August-October, 3½d. per lb., c.i.f. Tellicherry, spot, 5½d.; shipment, April-May, 39s. 6d., c.i.f. Aleppy, spot, 5½d.; shipment, April-May, 39s., c.i.f. White Muntok, spot, 6½d.; shipment, March-May, 5½d.; April-June, 5½d.; May-July, 5½d. per lb., c.i.f.

PIMENTO.—Market is quiet and quoted about unchanged. Spot, 2½d. per lb.; shipment, April-June, 22s. per cwt., c.i.f.

RUBBER.—Since the reopening the market has been active with substantial business; values have advanced, market closing strong. Standard ribbed smoked sheet, spot, 2½d.; May, 2½d.; June, 2½d.; July-September, 2½d.; October-December, 2½d.; January-March, 1934, 2½d. per lb.

SAFFRON.—Market is about steady with business in small lots moving: spot, prime B.P., 60s. 3d.; extra B.P., 56s.; super B.P., 53s. per lb., and slightly less for bulk quantities.

SAPSAPILLA.—Just a few small spot orders are on hand, market steady: spot, native mixed colours, 1s. 1d. to 1s. 1½d.; grey Jamaican, 1s. 9d. to 1s. 10d. per lb., as to quantity.

SEEDS.—**ANISE.**—Spot, Spanish, 52s.; Bulgarian, 40s. **CANARY.**—Mazagan, spot, sold at 12s.; Tangier, 11s. 6d.; and Kenitra, 10s. 6d. **LINSEED.**—Spot, Mazagan quoted at 15s. 3d. and Morocco 14s. **CORIANDEr.**—1929 crop, 15s. 6d. sold; 1932 crop quoted at 15s. 3d. in bond; wormy, 13s. 6d. to 14s. 6d. **CUMIN.**—Malta, 40s.; Morocco, 32s., spot. **FENUGREEK.**—Morocco, 12s. 6d.; and Tunisian, 15s. 3d., spot. **CARAWAY.**—Firm: Dutch, 34s., duty paid. **MUSTARD.**—English, 22s. to 33s. 6d., according to quality.

SENEGA.—A little more business moving with spot at 1s. 10½d. per lb.; shipment, about 1s. 8½d. per lb., c.i.f.

SENNA.—Except that there is a steady call for leaves this market is not showing much life. Alexandrian hand-picked pods are quoted about steady with plentiful supplies of the lower grades available. Tinnevely leaves are firm at former rates.

SHELLAC.—Market is quiet with values about unchanged. Spot, standard TN orange, 50s.; fine orange, 57s. 6d. to 110s.; pure button, 62s. 6d. per cwt.; for delivery, TN, May, 44s.; August, 45s. 6d.; October, 46s. 6d. paid; for arrival, TN, May-June, 42s. per cwt., c.i.f.

SQUILL.—Some fair white on spot is offering at about 25s. per cwt.

TUBA ROOT.—Supplies on spot continue short and the price is held at 10d. per lb.

VALERIAN ROOT.—Some supplies of clean Belgian are mentioned at about 60s. per cwt.

WAX (VARIOUS).—There is no material alteration in quoted prices to record for these products. Business generally is quiet. Japanese is quiet and quoted in the region of 42s. per cwt. **CARNAUBA**, fatty grey and chalky grey, is steady at 87s. 6d.; medium yellow is steady at 140s.; fine yellow is unchanged at 155s. **CANDELILLA** steady at 75s. per cwt. **SPERMACEtE** steady at 9½d. per lb., spot. **PARAFFIN** is about steady at 22s. 6d. to 50s. per cwt. as to melting point. **CERESIN** is quoted from 35s. to 80s. per cwt. as to colour and melting point. **BEES'** has met with a fair business; supplies are restricted, market steady; bleached, discs, £7 10s.; slabs, £7 2s. 6d.; yellow refined is about steady at £5 15s.; yellow crude, 97s. 6d. per cwt., spot.

Essential Oils, etc.

THESE markets have been on the quiet side since the holidays. Prices are mostly about unchanged, but a number of products are quoted at wide differences, mostly on quality. Japanese peppermint afloat is held up in the belief that there are short sellers of January-March, otherwise this market is dull.

ALMOND.—Foreign sweet oil is slightly cheaper at about 2s. 3d. to 2s. 4d. per lb.; genuine s.a.p., 7s. per lb. English sweet, one-cwt. lots, 2s. 7d. up to 2s. 9d. per lb. for small lots.

ANISE (STAR).—Although business is still slow this market tends to become steadier: spot, "Red Ship," in leads, 1s. 10d.; in tins, 1s. 7½d.; in drums, 1s. 7d.; shipment, in leads, 1s. 7½d.; in tins, 1s. 6½d.; in drums, 1s. 5½d. per lb., c.i.f.

BERGAMOT.—Shipment business is still very slow with the price for new oil about 5s. to 5s. 4d. per lb., c.i.f. Spot, about 5s. 4d. to 6s. per lb., as to quantity.

BOIS DE ROSE.—There has been a little inquiry for Brazilian on spot, quoted at about 4s. 1d. to 4s. 3d.; shipment, 3s. 6d. to 3s. 7d. per lb., c.i.f.

CAJUPUT.—Spot is irregular, tending to cheapen. Shipment is now quoted at 1s. 7d. per lb., c.i.f., for bulk quantities.

CANANGA.—Shipment is now quoted down to 6s. 6d. per lb., c.i.f., for quantities. Spot is about 8s. 4d. to 8s. 6d. per lb.

CARAWAY.—Market has been quiet. Continental, 7s. 6d. to 7s. 9d.; Dutch, 9s. 6d. to 10s. 3d. per lb., as to quantity, spot.

CASSIA.—Very little interest in this market. Spot, about 3s. 7d. per lb.; shipment, 3s. 1d. per lb., c.i.f.

CEDARWOOD.—Prices are steadily maintained. American, spot, 1s. 9d. in drums and up to 1s. 10½d. per lb. for small lots. Colonial, 1s. 8½d. in drums and up to 1s. 10d. per lb. for small lots, spot.

CITRONELLA.—This market is quoted unchanged and remains dull. Ceylon, spot, 1s. 10½d. to 1s. 10½d.; shipment, 1s. 8d. per lb., c.i.f.; Java, spot, 2s. 7½d. to 2s. 8d.; shipment, about 2s. 2d. per lb., c.i.f. The general tone here is unsteady.

CLOVE.—The market tends to be steadier for Madagascar: spot, 3s. 3d. to 3s. 6d. per lb.; shipment, 2s. 4d. per lb., c.i.f. English, 4s. 3d. to 4s. 6d. per lb.

GERANIUM.—Very little interest shown in this market. Bourbon is quoted for shipment at about 20s. per lb., c.i.f., and 23s. on spot, with some cheaper offers. Algerian, spot, 23s. 6d.; shipment, 21s. 9d. per lb., c.i.f.

GINGERGRASS.—Spot material is quoted from 7s. 2d. to 7s. 4d. per lb.; market is dull.

JUNIPER BERRY.—Prices quoted vary a good deal with bulk quantities less than the average figure of 3s. 6d. per lb. spot.

LAVENDER.—Prices for French are more or less nominal and a matter of negotiation where important contracts are concerned. Small lots of 38 to 40 per cent., 8s. 3d.; 36 to 38 per cent., 7s. 6d. per lb., delivered.

LEMON.—The shipment offers of new crop Sicilian coming through are at about 3s. 3d. to 3s. 6d. per lb., c.i.f., with little interest shown. Spot is moving in small lots now and again at about 3s. 6d. to 3s. 9d. per lb., as to quantity and brand. Californian, spot, in large drums, 48 cents; in small drums, 49 cents per lb.

LEMONGRASS.—A steady business is reported with spot about 2s. 1½d. to 2s. 3d. per lb.; shipment, about 1s. 11½d. per lb., c.i.f.

LIME.—Hardly any inquiry on the market; small spot lots about 37s. 6d. per lb. for West Indian distilled.

ORANGE.—New crop Sicilian sweet is quoted for shipment at about 4s. 9d. to 5s. 2d. per lb., c.i.f., as to brand; business is lacking in the usual volume. Spot, about 5s. 4d. to 6s. per lb. French Colonial, spot, 2s. 6d. to 2s. 9d.; shipment, 2s. 2d. to 2s. 3d. per lb., c.i.f., in bulk quantities. Californian, spot, single cases, 50 cents; two or more cases, 45 cents per lb.

PALMAROSA.—Some small business is being done with dealers quoting good quality at about 7s. 3d. to 7s. 6d. per lb.

PATCHOULI.—This market is unsteady and irregular on quotation, as to quality, in the region of 7s. 6d. per lb.

PEPPERMINT.—The Japanese product on spot is receiving a modest inquiry with sellers quoting about 5s. 9d. to 5s. 10½d. per lb. Shipment, April-May is in the region of 5s. 6d. and possibly a shade less, c.i.f. For goods afloat the market is mentioned at 6s. 3d. sellers; this, as stated last week, suggests the possibility of "shorts," but up to the present there is little doing beyond some tentative inquiry. Market was still dull and unchanged on Thursday morning.

PETITGRAIN.—A fair inquiry continues and the market is steady. Spot, 4s. 5d. to 4s. 6d. per lb.; shipment, 3s. 9d. to 3s. 10d. per lb., c.i.f.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

British Pharmaceutical Conference

SIR,—The next meeting of the British Pharmaceutical Conference will be held in London in July next, and papers on subjects of scientific interest will be read at the Science Sessions on Tuesday and Wednesday, July 25 and 26. The honorary secretaries will be glad to receive papers from pharmacists and other research workers on subjects of practical pharmaceutical interest. Authors are requested to let them know as soon as possible the titles of the papers which they intend to submit, and to send in the manuscripts not later than June 1. Papers read at the Conference will be published in the "Quarterly Journal of Pharmacy and Pharmacology," and authors will be entitled to a limited number of reprints.—Yours faithfully,

C. E. CORFIELD,
G. R. BOYES,

Honorary General Secretaries.

17 Bloomsbury Square, London, W.C.1.

"Ullage" Stock

SIR,—Words of real commendation are applicable to the last issue of the *C. & D. Price List*, brought definitely up to date for the requirements of the trade of pharmacy. Ideas and methods as to stocktaking will always vary, both as to the individual who takes stock and the general arrangements which precede the working out of the final figures. There is one item, however, of material importance which does not always receive the consideration needed. I refer to the value of proprietary and other preparations which, for the sake of a better term, may be conveniently called "ullage stock," that is, stock which of necessity has to be bought in excess of immediate needs against the probability of future sales and stock of the dispensing type (and of a proprietary nature) where the stock packing is greater than the present requirements. For instance, thirty-six tablets of a given make are required for a prescription, the smallest package issued by the maker containing fifty tablets; what is the stocktaking value of the surplus of fourteen tablets? In my opinion no value attaches. My method in this and similar instances is to assign this type of stock to a special cupboard, where the goods are arranged in accordance with the arrangement of the particular manufacturer's list: this broken bulk is recorded, but passed as of no value, "n/v," and hence does not appear in the stock-book total. If by good chance any of these "ullage" preparations become converted into cash of the realm, so much the better; but the constant recording and valuing of doubtful stock is not sound finance. My limit for this type of stock is three months' storage.

Yours, etc.,

NORTHERNER (18/4).

Pharmacy and Poisons Bill

SIR,—I am glad to see such an authority as Mr. John Humphrey admitting that the Pharmacy and Poisons Bill will not benefit directly or immediately the individual retail chemist (*C. & D.*, April 8, p. 401). Whether it will do so indirectly in the future remains to be seen; but I think it safe to say that none of the pharmacists at present in business will witness the coming of pharmacy into its own as a profession, although they will have the doubtful satisfaction of knowing that they may be laying the foundations by submitting to the increased restrictions on their work and by paying the extra fees to be imposed under the Bill. It is certainly a great point to have the place-name "pharmacy" restricted to the premises of qualified chemists, but we do not know yet how the remainder of the clause will be interpreted. Will such expressions as "drug store," "drug seller," "supplier of chemists' goods" and similar phrases,

which may be seen over the shops of unqualified proprietors, also be classed as implying to the public that the owner is qualified? To-day these drug stores are spoken of as chemists' shops not only by the public but also by writers in the Press and by other people who should know better. It would seem to be only right that a man who goes to the trouble and expense of obtaining a statutory qualification carrying certain titles with it should have at least those titles protected and also the practice of his profession. But this has not been so up till now; and Mr. Humphrey tells us that in order to get redress for the present defects in the Pharmacy Act we must accept further restrictions, which in the view of many pharmacists may prove to land us in a worse position than before. Mr. Humphrey also says that it ought to prove of material benefit to the individual retail chemist that the Pharmaceutical Society should be in a better position to determine what persons are legally competent to carry on the business of a chemist and druggist, and where those business premises are situated. Does the latter part of this statement mean that the Society will be able to determine where a pharmacist shall establish a business? Personally, I think it would be a very good thing if it were so, as it would prevent the present redundancy of pharmacies.

Faithfully yours,

GROUPED (18/4).

SIR,—Chemists seem to me to be too indifferent over this Bill. So soon as it becomes law, wholesale houses will be packing drugs and proprietaries on a far greater scale and putting them into the hands of small shopkeepers, not to mention grocers and greengrocers who will take them round. Truly we gain the sole right to our title "pharmacy," but what a gain! when every Tom, Dick and Harry can sell all that we can, and we have not the sole right to dispensing (only the N.H.I., which does not pay). We want a Bill that will reserve the sale of all drugs, B.P. and B.P.C. things to chemists, not an empty title on which we starve.

Yours, etc.,

QUELLE PROFESSION! (19/4.)

Varying Profits

SIR,—“Pharmacist” concludes (*C. & D.*, February 25, p. 216) that the larger the turnover the smaller the percentage of gross profit. From my own experience I should say that a business with a turnover of £3,000 or upwards which achieves a gross profit of 35 per cent. is not doing at all badly, and that it must be run efficiently. But before arriving at any conclusions it would be necessary to know the amount of expenses; rents and rates vary so much according to locality that no two shops are likely to show the same percentage of profit on a similar amount of turnover. It is true that as a business develops there are customers of different kinds who expect special discounts, and in addition to those professional customers mentioned by “Pharmacist” there are nearly always a number of others who from one cause or another expect to be put on the “free list.” Unfortunately the chemist often puts up with this kind of veiled extortion, although I think such a policy is a mistake. There should be a definite and marked retail selling price for all goods in the pharmacy to all ordinary customers over the counter; and in the case of doctors, nurses, etc., known to be practising in the district, they should be allowed the usual 10 per cent. professional discount off the marked price. The increase in stock as the business grows is a serious problem to-day; the more customers one has, the more varied become the demands on one's stock, and trade is spread over many varieties, some of which therefore become slow sellers.

Yours truly,

MORE STOCK (7/3).

SIR,—“No Profit” (C. & D., March 4, p. 246) states that a business with a turnover of £3,000 averages a gross profit of 40 per cent. I should like to know how it is done, as my experience is that with so much competition I consider I have done well if I manage to reach one-third gross profit. He goes on to say that he is making no real profit—that there is no margin of profit left over after drawing his own salary. Let us consider: £3,000 turnover at a gross profit of 40 per cent. leaves £1,200 to meet all expenses; presuming rent, rates and taxes to account for £200, one assistant £200, boy £50, other expenses another £200, he has £550 to pay his own salary. I should be very pleased indeed if I could pay myself at the rate of £10 a week. It is true that a number of customers do not spend sufficient to provide the minimum profit to cover working expenses; but to get a true average one must count the total number of customers, divide it into the cash sales and thus find the average sale per head. If it is found that the average per customer is below the cost of serving, then there is too much business being done in low-priced goods, or the margin on the general sales is not sufficient, and it becomes the concern of the chemist to find a remedy if he can.—Yours, etc.,

SOME PROFIT (13/3)

Priestley and Afterwards

SIR,—I have read with great interest the various references in your journal to the celebrations which practically all the English-speaking peoples have observed (and, indeed, some are still keeping) of the bicentenary of the birth of Dr. Joseph Priestley, the discoverer of oxygen. The most curious thing about these references is that so few writers have thought it fit or necessary to point out how his momentous “find,” by concentrating the sun’s rays with a glass lens upon mercuric oxide, has quite literally changed the face of the world. It is right that Priestley should be honoured, but this is surely the moment to recall, that, without the efforts of others who followed, his discovery would never have become what it now is—a great civilising agent in its hundred and one applications to engineering and mechanics, and in its preservation of life. For more than a century oxygen remained a laboratory product, utilised for research purposes and obtained mainly by chemical reactions. It was not until 1886 that the successful separation of oxygen from the atmosphere gave birth to the great oxygen-producing industry, which has to-day penetrated to every civilised quarter of the globe. In 1886 the British Oxygen Company opened a small factory in Westminster, S.W., for the abstraction of oxygen from the atmosphere by a method which became known as the barium oxide process. There, after some years of disappointment and struggle, the company was ultimately successful in establishing on a remunerative basis the production and supply of oxygen in the now familiar gas cylinders. In the competent hands of its technical staff, under the guidance of its present chairman, Mr. K. S. Murray, the process was brought to a high state of mechanical efficiency, many industrial outlets for the gas were developed, and the company erected the first plants for the commercial production of oxygen in Paris, Berlin and New York, so that no historical review of the discovery and the commercial production of oxygen would be complete without reference to its achievements. Early in the present century it gradually began to replace its old plants with others employing the air-liquefaction method of producing oxygen, and that system in various forms is now almost universally employed. And so the dreams of Priestley have been amply fulfilled, for the medical, scientific, and, above all, the industrial uses of oxygen have developed during that period with remarkable rapidity. During 1930, the last year for which any general statistics appear available, about 7,000,000,000 cubic feet of oxygen were supplied in cylinders alone throughout Europe and North America.—Yours faithfully,

Edgware.

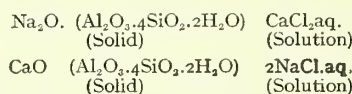
GEORGE A. GREENWOOD.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

R. G. H. (17/33).—MANUFACTURE OF PATENT LEATHER.—For the production of patent leather the skin is stretched on a flat board and grease removed by applying a paste of fuller’s earth and water, which is afterwards thoroughly removed by rubbing. The skin is then given a coat of varnish made of Prussian blue (that which contains some alumina) 5 oz., drying oil 1 gallon. These ingredients are mixed and boiled to the consistency of “single size,” and when cold a small quantity of vegetable black is added. Give a first coat, then place in drying stove and when set allow to cool. Next polish with finely powdered pumice. A second coating is then given with similar varnish containing pure Prussian blue. Again stove and polish. For third coat the varnish consists of a similar mixture, but the oil is boiled until it strips well and a little more blue and black added, varnishing and stoving being as before. The last coat, or finish, is given with varnish like the third, with the addition of $\frac{1}{2}$ lb. of pure Prussian blue and $\frac{1}{4}$ lb. pure vegetable black per gallon, and to this a little copal or amber varnish is sometimes added. The heat of the stove or oven is usually about 120° F. and exposure requires about six to ten hours.

H. J. (23/33).—ZEOLITES AS WATER SOFTENERS.—Permutites or artificial zeolites are hydrated aluminosilicates of soda, similar in composition to naturally occurring zeolites, e.g., analcite, $\text{Na}_2\text{O} \cdot \text{Al}_2\text{O}_3 \cdot 4\text{SiO}_2 \cdot 2\text{H}_2\text{O}$. Such compounds in contact with aqueous solutions of metallic salts enter into reversible reactions of the type:—



With dilute solutions of salts of the heavier metals, such as hard water, the reaction is almost complete toward the right; with concentrated solutions of sodium salts, e.g., brine, the reverse reaction largely preponderates. The subject is dealt with in detail in Thorpe’s “Dictionary of Applied Chemistry.”

H. K. W. (6/4).—MOUNTING MEDIUM.—For mounting microscopic specimens, that is to say for sealing a cover-slide on to the slide, asphalt is used in the following combinations:—

Formulas Recommended by Behrens

Asphalt	..	..	..	..	450 gm. or 115 gm.
Linseed oil	..	..	..	..	250 gm. or 120 gm.
Oil of turpentine	..	..	..	..	1,000 c.c. or 280 c.c.

Kitten for the same purpose uses a solution of asphalt in benzol to which gold size is added. On the other hand, for injecting into veins and lymph vessels in the preparation of specimens for microscopic examination a solution of asphalt in benzol is used.

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“The Chemist and Druggist,” April 14, 1883

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THAN EVER...**

Easy to see why Snowfire Cream goes on increasing in popularity. Its purity and fragrance, its greaseless vanishing quality and its real beautifying properties make it the favourite everywhere. Every customer you make means more to come—every satisfied user tells her friends about Snowfire. So make good displays—brisk sales and good profits will result.

Handbag Containers 3d.

Dainty 6d. Tubes

Retail

**Snowfire
VANISHING CREAM**Manufactured by
F. W. HAMPSHIRE & CO., LTD., Sunnydale Works, Derby

★ **CLOSING WEEK**

Bonus

"CLARKES"

Brand
WORLD-FAMED BLOOD PURIFYING MEDICINE

"BLOOD MIXTURE"

Registered Trade Mark

Brand

SPECIAL BONUS OFFER

FOR A 14 DAYS COUNTER AND WINDOW DISPLAY.
ORDERS RECEIVED UP TO, AND INCLUSIVE OF, 1st MAY



ORDER.		COST	SELLS FOR
3 doz. 3/- CLARKES BLOOD MIXTURE		£4:1	£5:8
	(LIQUID OR TABLETS.)		

BONUS.			
1 doz. 3/-	do.		9/-

ORDER.			
12 doz. 3/- CLARKES BLOOD MIXTURE		£15:6	£21:12
	(LIQUID OR TABLETS.)		

BONUS.			
1 doz. 3/-	do.		£1:16

THE ABOVE BONUS WILL ALSO BE GIVEN ON
ASSORTED ORDERS OF EQUIVALENT VALUE
viz., £4:1 AND £15:6.

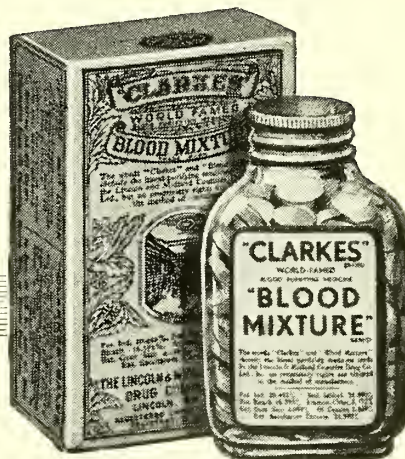
CARRIAGE PAID—PACKING FREE

**ORDER NOW DIRECT OR THROUGH YOUR USUAL
WHOLESALE HOUSE.**

DISPLAY MATTER IS ENCLOSED WITH EACH ORDER.

ASSORTED ORDERS.

	Retail	Min. Value £4:1 Per Doz.	Min. Value £15:6 Per Doz.
CLARKES BLOOD MIXTURE	3/-	27/-	25/6
" " "	12/-	108/-	102/-
" " " TABLETS	3/-	27/-	25/6
CLARKES SKIN LOTION	1/3	11/6	10/6
CLARKES SALVE	1/3	11/6	10/6
" " "	3/-	27/-	25/6
" " "	5/-	45/-	41/6
CLARKES APERIENT PILLS	1/3	11/6	10/6
" " "	3/-	27/-	25/6
CLARKES MEDICATED SOAP.	Box 3 Tab. 2/6	8/-	7/6
	Single Tab. 1/-		



The Lincoln & Midland Counties Drug Co. Ltd.
PARK STREET, LINCOLN

Telegrams: "LINDUM, LINCOLN."

Telephone: LINCOLN 55.

ASK BLACKIE FOR

EFFERVESCING
CITRATES, HEALTH SALTS
AND
SALINES

(SPECIALITY—FREE RUNNING GRAINS)

GOODS RIGHT—PRICES RIGHT—SO YOU WRITE—TO-DAY

Telephone, HOP 2422
Private Exchange
Telegrams,
"Ushensputa, London."

ROB^T. BLACKIE

SPRING LINES

LYSOL
HYDROGEN PEROXIDE
BLOOD PURIFIER
CREAM OF MAGNESIA
BRIMSTONE AND
TREACLE
AND

SPUN

OINTMENTS
—OF COURSE

SHEN WORKS,
TOWER BRIDGE RD.,
LONDON, S.E.1.

MASON'S EXTRACT OF HERBS

May we have the pleasure of
sending you particulars of our
Window Display Scheme?



NEWBALL & MASON
LIMITED
NOTTINGHAM

VISCOSITY

While Specific Gravity is useful as a
means of grading Liquid Paraffin, Viscosity
is the true test of quality.

As specialists in this material we can
offer an Oil with a Viscosity of
290/300 seconds at 100° F.

"QUALITY COUNTS"

C. E. THURLEY & SON
UNITY WORKS

PHONE: MARYLAND 4686

LATIMER ROAD E.7



Memo:
**RE-ORDER
ZAM-BUK**

Sole Proprietors: C. E. Fulford, Ltd., Carlton Hill, Leeds.

Ointment & Medicinal Soap

A LIGHTNING
SALES
PRODUCT

UCAL
HEALTH
SALT



7 $\frac{1}{2}$ D. SIZE 4/6 DOZ.

6 DOZ. 4/- "

GROSS LOTS 3/9 "

1/- SIZE 8/- "

3 DOZ. 7/6 "

Puts a sparkle
into your sales
and keeps the cash-
register working

PLENTIFUL WINDOW
DISPLAY MATERIAL

UNITED CHEMISTS' ASSOCIATION, LTD.

Manufacturing Chemists,

CHELTENHAM, and 4 and 6 KEITH GROVE, LONDON, W.12

Phone : Cheltenham 3021.

Phone, London : Shepherd's Bush, 3437/8.

THE SPECIAL BONUS OFFER

which has been circulated to the trade shows profits up to 91% on outlay on Collosol preparations. The medical profession are now in possession of the monograph 'A New Force in Antisepsis' introducing the Karvol series of products, all of which are incorporated in the Bonus terms offer.



Apply at once if particulars are not already to hand.

THE CROOKES LABORATORIES

(British Colloids Ltd.),

PARK ROYAL, LONDON, N.W.10

*Phone : Willesden 6313 (3 lines).

*Grams : Collosols Harles, London.

PETROLEUM JELLY "Salvo Petrolia" Brand

THE PERFECTION OF PETROLEUM JELLY
IN BARRELS, KEGS, OR SMALLER PACKAGES IF DESIRED

THE **DEE OIL Co. Ltd.**

DELTA WORKS, BOOTLE,
LIVERPOOL.

Phone : Bootle 1897

Wires : "Cestrian, Liverpool."

LONDON OFFICE : 11 POULTRY, CHEAPSIDE, E.C.2.

Phone : City 8455

Other grades of Petroleum Jellies, White Bases, &c., WHITE OILS, B.P. and Technical

OLEUM DEELINAE (DEE OIL) THE UNFAILING CURE FOR ECZEMA

AN OLD-FASHIONED—BUT REALLY EFFECTIVE
remedy for **COUGHS, COLDS, IN-
FLUENZA** and **BRONCHIAL** troubles

Licoricine
ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne

TERMS

10½d. size, 8/6 per doz.
1/3 " 12/- "
3/- " 27/- "

Less 5% dis. on £6 orders.
Carriage paid on orders of
£2 and over.

OUR SIDE AND YOURS THE 'ASPRO' SALES POLICY



Two factors operate to produce for you the maximum 'ASPRO' sales. One is the 'ASPRO' advertising to the public which is carried on by the largest newspaper campaign of its kind in the world, backed up by periodic distribution of broadsheets and booklets into almost every home in the country. The other is the vast window display service available for all chemists. When you show an 'ASPRO' window display you definitely connect up with this huge advertising campaign. You obtain direct benefit in greater 'ASPRO' sales and additional benefit from the sale of other goods which you can sell to customers who come into your shop for 'ASPRO'. It definitely pays to show 'ASPRO' display matter in your windows continuously. Frequent changes are available so it does not get out of date. You can also increase your sales by utilising the 'ASPRO' advertising bag and envelope service. You make a definite saving, too. The prices are given below. Then there is the 'ASPRO' bonus which is equivalent to 17 per cent. extra profit if you buy 'ASPRO' on bonus terms. Why not order a bonus parcel through your wholesaler to-day and write us for an 'ASPRO' window show and a supply of bags or envelopes so as to obtain the maximum benefits from the large amount of 'ASPRO' sales that are about.



OUR SIDE, THE ADVERTISING SIDE, IS ALWAYS IN OPERATION, YOUR SIDE, THE DISPLAY SIDE, COMES INTO OPERATION WHEN YOU PUT IN AN 'ASPRO' WINDOW SHOW. THESE TWO FACTORS WORKING TOGETHER BRING INCREASED SALES ACTIVITY.

PRICES FOR 'ASPRO' PAPER BAGS AND ENVELOPES

Kristal Envelopes	-	-	2/6 per 1,000	} Cash with Order
Greaseproof 2oz. Bags	-	-	1/- per 1,000	
Greaseproof 2oz. Bags (long)	-	-	1/6 per 1,000	

Agents:

GOLLIN & CO. PTY., LTD.
(‘Aspro’ Dept.) SLOUGH, Bucks.

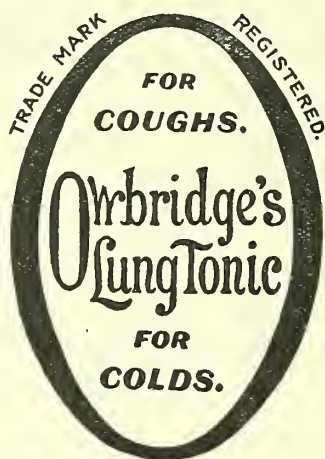
Telephone: SLOUGH 608

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

ASPRO
REG. TRADE MARK



COST { 1 gross 1/3 size and
(c.w.o.) 1 doz. 3/-
(carr. paid) " £7 19 0

SELLING PRICE £10 16 0

PROFIT - £2 17 0

A GOOD SELLING LINE ALL THE YEAR ROUND

PRICE PROTECTED AT FACE VALUE

W. T. Owbridge, Ltd., The Laboratory, HULL.



"META" SAFE SOLID FUEL

In Packets:
10 bars - 6d.
20 " - 1/-
50 " - 2/3
100 " - 4/-

"META" Appliances from 6d. to 6/3
Stock genuine "META" Appliances!

K-D AIR Desiccator!

The new quick-selling line that
DETECTS AND CORRECTS DAMP

Our Selling Slogan is:
"Keep Damp" out
of everything you own.

Full Particulars, Literature, Display
Matter, etc., "Meta" and "K-D,"
from Sole Distributors:

ELMESAN (London) LTD.
66 Victoria St., London, S.W. 1
AS DEMONSTRATED TO THOU-
SANDS AT "DAILY MAIL" IDEAL
HOME EXHIBITION.



MEL ROSE— FOR CHAPPED HANDS, &c. TABLETS

Manufactured for close on 50 years



The public demand is
maintained in spite of
many imitations, and
Chemists can rely on
sales all the year round.

Look to your Stocks.

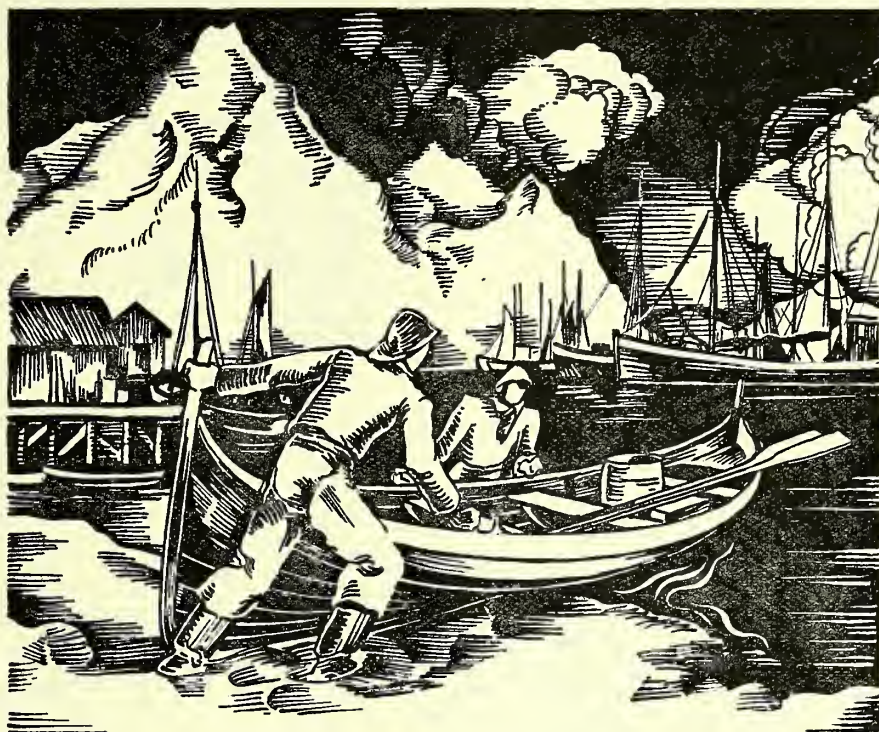
2d. and 4½d.

MEL ROSE— CREAM

Sold in Jars for the Dressing Table.
Contains all the remedial properties of
the Tablet made up in a softer form.

9d.

ROBERTS & SHEPPEY SOLE MANUFACTURERS
1 SKIPTON ST., LONDON, S.E.1



Health, Hope and Good Humour.

Health, Hope and Good Humour are combined in the man who is blessed with a sound mind and a sound body. You can contribute to your well-being by controlling your diet. A sufficiency of Vitamins is essential.

Norwegian Cod-Liver Oil is the best source of Vitamins A and D. Its Vitamin A increases natural resistance to the micro-organisms which invade the respiratory system. Its Vitamin D is a more powerful antagonist to rickets than twice as large a quantity presented in irradiated ergosterol.

If you feel tired and weary, try a spoonful of Norwegian Cod-Liver Oil daily.

Norwegian Cod-Liver Oil is world-known for its high quality. † † †



NORWEGIAN COD LIVER OIL

Best sellers
The public is asking
for **ZEAL**
CLINICAL
THERMOMETERS
because they are:-
GUARANTEED TO
STAY ACCURATE
CONSISTENTLY
ADVERTISED

Made by
ZEAL

*- the name the
public knows.*

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.



LIP.VAC

British Pat.
260903.

1/11



No.
3

IMPROVED MODEL

WITH POURING LIP, ALUMINIUM
CUP with HANDLE, CORRUGATED
CANISTER in attractive colours.

No. 3—

$\frac{1}{2}$ pt.	Fixed Selling	1/11.	Net Trade	17/- doz.
1	"	"	1/11.	" " 17/- "
2	"	"	3/11.	" " 35/- "

Guaranteed by

LIPVAC FLASKS LTD.

8 & 9 Ludgate Square :: LONDON, E.C.4

Telephone : CITY 3949.

PURE RUSSIAN
LIQUID PARAFFIN MEDICINAL B.P.

ALL GRAVITIES.

HIGHEST VISCOSITY.

PURE RUSSIAN
"JASMINE" BRAND WHITE OILS

CHEMICALLY PURE. WATER WHITE. ODOURLESS.
FOR MANUFACTURING PURPOSES.

Competitive Prices.

Best Quality.

Immediate Delivery.

THE PURE RUSSIAN LIQUID PARAFFIN CO., LTD.

80 BISHOPSGATE, LONDON, E.C.2

Telephone : LONDON WALL 7132-7133.

Telegrams : "INVATORE, STOCK."

NOVIO

TOILET PAPER

We are continuing our press advertising, and are again featuring the special sample offer which has won so many new customers for this superior toilet paper.

Look to your stocks now — there is good business waiting. Send a card for trade terms and samples to Novio Paper Co., 26 Grove Park, Camberwell, S.E.5

See the Lancet's opinion, 27 July 1907

NOVIO

TOILET PAPER

PACKET

ROLL

THIN
SOFT
STRONG
SILKY

CARTON

PERKEN, SON & CO., LTD.

Established 1852.

Contractors to H.M. Government.

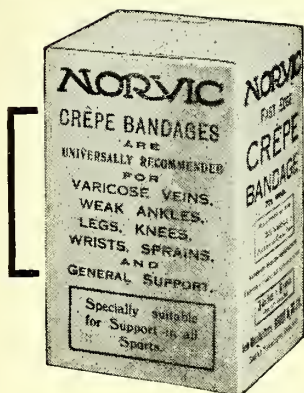
THE
"MATER"
CLINICAL
REGD.

ALL
TYPES
OF
CLINICAL
AND OTHER
THERMOMETERS

Price List on Application.

94 HATTON GARDEN,
LONDON, E.C.1

Telephone: 0724 Holborn.
Telegrams: "Optimus. Smith, London."



INCREASE YOUR SALES

A small window or counter display will bring profitable results. A P.A.T.A. line with full 33 1/3% profit.
From the leading wholesalers
Sole manufacturers:
Grout & Co., Ltd
35 Wood St., London, E.C.2

WITH
NORVIC
Regd.
CRÊPE BANDAGES

SOUTHALLS

The "ORIGINAL" and Most Popular

The "K." All wool in knitted cover, very soft

The "CELTEX." Made of Cellulose for easy disposal.

From your Wholesale House, please.

SANITARY TOWELS

J. H. HAYWOOD, Ltd. CASTLE GATE NOTTINGHAM

Telegraph: "Appliance, Nottingham." Established 100 years. Telephone: 40488 Nottm.

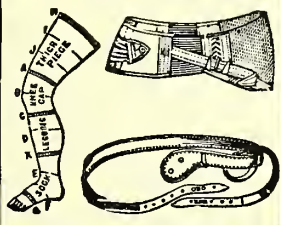
SURGICAL APPLIANCE MANUFACTURERS

SPECIALITIES FOR SUMMER

Elastic Hosiery, with or without seams, suitable for summer wear.
Trusses, Spring and Elastic, Suspensory Bandages, Abdominal Belts, made from porous materials.

Elastic and Leather Supports, for Cricket, Tennis, Golf and Boating.
Goods for Toilet and Seaside trade.

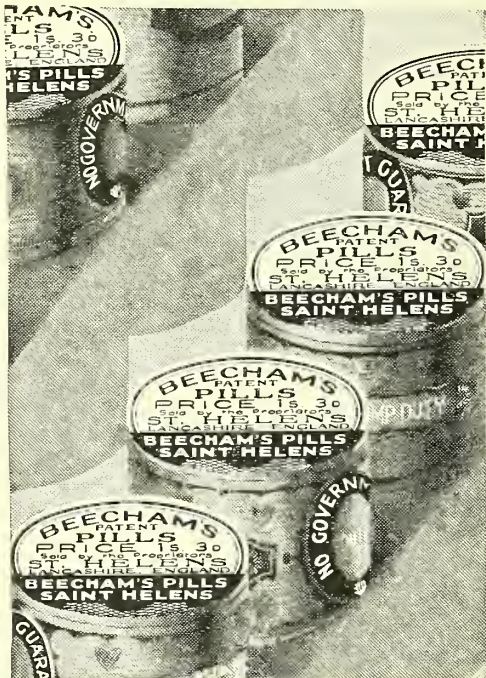
India Rubber Appliances, Nursing Requisites, Druggists' Sundries, etc.



Two lines that sell every day—every year

£2 parcel for either Beecham's Pills or Beecham's Powders or Assorted Beecham's Pills and Beecham's Powders

38% PROFIT



BEECHAM'S PILLS

The family remedy for the last 80 years for SICK HEADACHE, BILIOUSNESS, CONSTIPATION, INDIGESTION. The best daily seller in the Drug Trade.

An intensive advertising campaign is continually appearing in all leading National and Provincial papers. This is supplemented by House-to-House distributions throughout the country.

There is no fear of Bad Stock as all replacements are made free of charge.



BEECHAM'S POWDERS

Introduced a few years ago, have the confidence of the public for INFLUENZA, COLDS, CHILLS, HEADACHES, RHEUMATISM, LUMBAGO, NERVE PAINS, etc. Made from the finest ingredients obtainable. Chemists will be well advised to keep adequate stocks of Beecham's Powders to enable them to meet the big and increasing demand.

TERMS TO THE TRADE

Beecham's Pills	...	...	1/3 Size	11/9 Per Doz.	Beecham's Pdr.	...	...	1/3 Size	11/9 Per Doz.
"	"	...	3/-	28/-	"	"	(Tablet Form)	1/3	11/9
"	"	...	5/-	54/-	"	"	"	5/-	54/-
Beecham's Cough Pills					...	...	1/3 Size	11/9 Per Doz.	...
					...	...	3/-	28/-	...

Less 2½% Discount and 5% Window Display Allowance. Minimum Order £2-0-0 value. Monthly Account. All goods packed free and sent carriage paid. Stock more—show more and sell more Beecham's Pills and Beecham's Powders.

BEECHAM'S PILLS LTD.

ST. HELENS - - - - - LANCASHIRE

Telephone: 2241 St. Helens - - - - - Telegrams: Beecham St. Helens

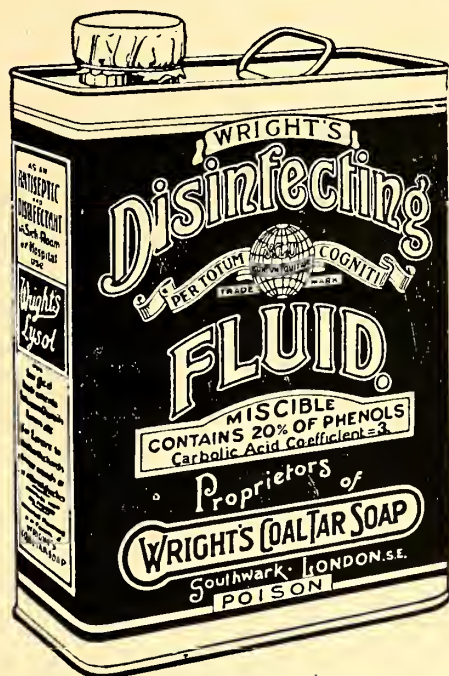
TRADE



MARK

WRIGHT'S DISINFECTING FLUID

as used in Public Institutions, Government
and Municipal Buildings, Railway Stations, etc.



★ SALES
WILL BE INCREASED
THIS SUMMER! ★

It possesses a bactericidal co-efficient
not less than three times as great as
that of pure carbolic acid.

It contains 20 per cent. of phenols.

In handsome decorated tins :

$\frac{1}{2}$ pint (Retail $10\frac{1}{2}$ d.)	...	7/-	per dozen.
1 " (" $\frac{1}{4}$)	...	10/6	" "
2 " (" $\frac{2}{3}$)	...	15/-	" "
$\frac{1}{2}$ gall. (" $\frac{3}{6}$)	...	24/-	" "
1 " (" $\frac{5}{9}$)	...	45/-	" "

SHOW MATERIAL FREE.

A gallon tin yields 50 gallons of active disin-
fectant at a cost to the user of $1\frac{1}{4}$ d. per gallon.

WRIGHT LAYMAN & UIMNEY

LIMITED

SOUTHWARK, LONDON



REDUCED PRICES CASCARA TABLETS

2 GRAINS

EXTRACT GUARANTEED MADE FROM SELECTED
FINE QUALITY BARK AT LEAST 3 YEARS OLD

IN BULK

100,000 IN ONE DELIVERY	PER THOUSAND	1/9
50,000 " " "	" "	2/-
25,000 " " "	" "	2/3
10,000 " " "	" "	2/6

IN BOTTLES

EACH IN CARTON

				25 IN EACH PER DOZ.	50 IN EACH PER DOZ.	100 IN EACH PER DOZ.
1 GROSS	...	...	...	2/9	4/3	6/3
2 "	...	...	...	2/8	4/-	6/2
3 "	...	...	...	2/7	3/9	6/-
5 "	...	...	...	2/6	3/6	5/9
10 "	...	...	...	2/5	3/3	5/6

ORDERS MAY BE FOR ASSORTED SIZES
FINEST QUALITY U.G.B. BOTTLES WITH ALUMINIUM CAPS

IN METAL CAPPED TUBES OF 12

1 GROSS	3 GROSS	5 GROSS	10 GROSS
15/-	14/-	13/-	12/-
PER GROSS	PER GROSS	PER GROSS	PER GROSS

THE STANDARD TABLET CO. HOVE



The CHEMIST AND DRUGGIST

SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

APRIL 22,
1933

28 ESSEX STREET, LONDON, W.C.2

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET** and for **SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines=1 inch single column). (Box No., 1/- extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2
Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

CLOSING FOR PRESS.

must reach us
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for
insertion in this Supplement

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4
ESTABLISHED 1846 Telephone No.: CITY 2283
May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—**FINCHLEY** (near).—Good Middle-class Business with Kodak Agency; increasing turnover, at present about £2,500 per annum, with gross profit 40 per cent.; double-fronted shop, mahogany fittings and good modern stock; held on lease with option of renewal; flat can be had if required; price £1,850 or near offer, or valuation terms entertained.

2.—**LEICESTER SQUARE** (near).—High-class Cash Retail Business for disposal owing to death of proprietor; returns 1932 approached £3,500 under management; modern compact lock-up Pharmacy, well stocked; 14 years' lease; moderate rental; further details will be furnished to genuine purchasers.

3.—**LONDON, S.E.**—Medium and Working-class Business with N.H.I. about £200 per annum; returns 1932, £2,005 under management; double-fronted shop in main road; stock and fixtures worth about £725; rent £150, upper part let off at £65; new lease; price £1,150; trial if desired.

4.—**NORTH LONDON**.—Newly-established Business for disposal on account of illness; returns at present between £14 and £15 weekly—scope to build up a good business; rent £125; held on lease; house contains 4 rooms, kitchen, &c.; price, value of stock and fixtures, about £650.

5.—**HARLEY STREET** (near).—High-class Dispensing Business; very old established; returns exceed £2,500; premises are held on lease at rental of £230 p.a., and sublets amount to £460; the business is for disposal owing to death of proprietor, and a reasonable sum will be accepted for goodwill, plus stock and fixtures at valuation.

6.—**SURREY** (few miles out).—Cash Retail and Dispensing Business, with Kodak Agency; established about 50 years; net profit last year £538; modern shop, with large house; stock and fixtures worth between £1,100 and £1,200; rent £100; 16 years' lease; price £1,450.

7.—**TOTTENHAM**.—Cash Retail Business returning about £30 weekly; corner shop in main road; small living accommodation; rent £120; held on lease; stock and fixtures worth about £450; offers invited.

8.—**WANSTEAD** (near).—Good Middle-class Retail and Dispensing Business; returns last year under management £1,720; scope for immediate increase; attractive shop, well fitted and stocked; new lease at reasonable rental; price £400 for goodwill, plus stock and fixtures at valuation; stock can be reduced if required.

9.—**WEST COUNTRY**.—Cash Retail and Dispensing Business with Kodak Agency; returns about £43 weekly; double-fronted shop, well fitted and stocked, living accommodation over; price about £1,400, or one year's net profit for goodwill, plus stock and fixtures at valuation; property can be purchased on mortgage.

10.—**SOUTHERN HEALTH RESORT**.—Good-class Retail and Dispensing Business, with increasing turnover, last year being £2,450; attractive double-fronted shop, well fitted and stocked; good living accommodation; held on lease with option to purchase property; moderate rent; terms, value of stock and fixtures and an agreed figure for goodwill.

11.—**DORSET** (Market Town).—Recently-established Business in excellent position in main road; attractive double-fronted shop fitted by Sages; 6-roomed house; bathroom; 21 years' lease; further information will be furnished to likely buyers with £600.

12.—**SUTTON** (near).—Cash Retail Business conducted under management; returns exceed £25 weekly, with Panel Dispensing in addition; attractive double-fronted shop, fitted in oak; National Cash Register; modern house; bathroom; held on lease; owing to bad health Vendor must sell forthwith and is prepared to make a sacrifice.

13.—**ESSEX**.—General Retail Business with Kodak Agency; returns under management exceed £1,600 p.a., increasing; rent £100; lease 15½ years; stock and fixtures worth about £800; price £1,150.

14.—**SOUTH COAST**.—General Retail Business with Little N.H.I., no photography; returns last year £1,250, with net profit 34 per cent.; rent £100; 16 years' lease; Vendor is desirous of selling forthwith and will meet a purchaser reasonably; price about £650.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

BERDOE & EISH			
41 ARGYLE SQ. KING'S CROSS, VICI			
ONE MINUTE FROM KING'S CROSS AND ST. PANCRAS STATIONS.			
PHONE TERMINUS 3574	Chemists, Valuers and Transfer Agents		ESTABLISHED 1870

1.—ESSEX (Popular Seaside Resort).—Good Middle-class Cash Business; returns under management nearly £4,000; easily worked, plenty of scope; handsome shop, in very best position; fully stocked; books audited; price £1,500 cash.

2.—SOUTHAMPTON (near).—Good General Cash Retail, with N.H.I.; returns £1,300, scope for increase; corner double-fronted shop, well fitted and stocked, house attached; price £900 or offer.

3.—SUSSEX COAST.—Good-class Dispensing and Photographic Business; pleasantly situated on sea front; returns average £1,200; no immediate opposition; nice house and garden; own freehold for sale with Business; further details on application.

4.—NOTTS.—Old-established Business, mixed-class trade; returns about £1,700, increasing; has been neglected; corner position; no house; stock and fixtures worth price asked, £900.

5.—BRIGHTON.—Newly-established Business; present returns £60 month, under manager, increasing; rent £70, on lease; 3 living rooms attached; modern fitted shop; good stock; nearest opposition 1 mile; price £350 or offer.

6.—EASTERN COUNTY.—Sound Light Cash Retail, in populous part of large town; returns last year £1,555; low expenses, easily worked; lock-up shop, neatly fitted and well stocked; price £800.

7.—SURREY (Suburb).—Middle-class Cash Retail; increasing; returns about £1,550; attractive modern fitted shop, with house; splendid position; good stock; price about £950.

8.—HARROW (Death vacancy).—Good-class Retail and Photographic Business; returns average £1,960, now about £1,600; beautifully fitted pharmacy, well stocked; excellent house; price £1,150 or nearest offer for early sale.

9.—SURREY.—High-class Business in best position of riverside town; returns last year over £2,000, at good profits, steadily increasing; handsome modern pharmacy, with excellent flat over; long lease; price valuation, plus reasonable goodwill; personally recommended.

10.—WARWICKSHIRE (Busy Town).—Working-class Cash Retail; returns over £1,000 increasing; modern attractive shop with house attached; stock and fixtures worth £300; price £450 or near offer.

11.—MIDLANDS (Death vacancy).—Busy Middle-class Cash Business in same hands many years; returns last year £1,329; good profits; books audited; low rent; spacious shop with living accommodation; price £1,100 or near offer.

12.—READING (near).—Light Country Retail, pleasantly situated; returns over £900 last year; modern shop and house with large garden; one other chemist; price valuation, about £500.

13.—EAST COAST.—Sound Cash Business, in good position; returns about £800, scope for increase; good house and double-fronted shop; own property; lease granted; price £255 cash lowest.

14.—LONDON, S.W.—Good-class Family Retail, with sub-Post Office attached, in centre of densely populated residential area; easily worked; returns average £2,000; net profit £430; flat over; excellent stock; price £1,300 or near offer.

15.—LONDON, E.9.—Profitable Working-class Cash Retail; under management; present returns £15 a week; plenty of scope; nice house attached, on lease; no near opposition; price £500 or near offer.

16.—LONDON, N.—Good Working-class Cash Business; returns under manager £1,220, scope for increase; rent £80; long lease; double-fronted shop, with house; price £500.

SALE, PROBATE AND STOCKTAKING VALUATIONS PERSONALLY CONDUCTED BY PRINCIPALS.
SPECIAL LOW RATES FOR STOCKTAKING AND PROBATE.

Ernest J. George Bank Chambers, 329 High Holborn, London, W.C.1
Telephone Nos.: Holborn 1167 & 1278
Tudor House, Walsall Telephone: Walsall 3774
Telegrams: "Earnest, Walsall"

Prospective purchasers of businesses (all descriptions) are invited to communicate with the full assurance that all confidences will be strictly observed. Service and Assistance rendered without obligation or expense.

The following businesses have in the main been visited, and are recommended to appropriate would-be purchasers.

(C1) DURHAM.—Old-established pharmacy (lock-up), situated in leading position of small market town; average returns upwards of £3,000 per annum; rent £92 10s., less sub-let, £30; lease, 17½ years unexpired; price asked for lease and goodwill £500, stock and fixtures by valuation or by agreement (total estimated at £1,800).

(C2) LIVERPOOL.—Established retail business in good-class residential suburb for disposal owing to retirement; in present hands over 20 years; average returns for last three years upwards of £1,800 per annum, with net profit approximately £400; good living accommodation; property can be purchased or taken on lease at approximately £80 per annum, with option to purchase. Price required £950, including stock and fixtures estimated at £750.

(C3) BIRMINGHAM (SUBURB).—Lock-up pharmacy situated in shopping district of thickly populated working-class area, for disposal owing to death of proprietor; very large panel, averaging over 1,000 scripts per month for the last financial year; turnover for 1931 approximately £2,500; 1932, £1,800; rent and rates approximately £71 10s.; purchase price £850; audited net profits have in past years exceeded £500.

(C4) SOUTHPORT (Near).—Pharmacy with busy sub-post office showing returns of approximately £2,000 per annum; living accommodation; good dispensing, including N.H.I.; it is estimated that the net profit to an owner-proprietor would approximate £500 per annum; a quick sale is desired, in consequence of which the owner is prepared to accept approximately £400 for fixtures and goodwill plus stock at valuation or by agreement; property could be purchased or rented on lease.

(C5) CHESHIRE (Death vacancy).—Good retail and dispensing business showing average returns for the past three years of approximately £1,600 per annum; reasonable rental and purchase price; further particulars upon application.

(C6) STREATHAM (NEAR).—Pharmacy with good living accommodation situated in populous middle-class residential area; turnover for last financial year approximately £1,400 with genuine scope for further increase; freehold can be purchased at a reasonable figure, or alternatively a lease would probably be granted at an inclusive rental of approximately £90 per annum; this proposition represents an excellent investment for a Chemist capable of developing a personal connection, the nucleus of which already exists; purchase price, all-in, £700 or near offer; to a genuine potential purchaser the owner is prepared to allow a trial in advance.

(C7) SOMERSET.—Drug store in small country village, for disposal owing to retirement; abundant scope for further development; good

living accommodation, lighted throughout with electricity; purchase price, including property, approximately £900, of which about £400 could no doubt be raised by mortgage if desired.

(C8) BIRMINGHAM (Near).—Old-established Pharmacy with living accommodation for immediate disposal; present returns upwards of £20 weekly with large N.H.I. Panel (approximately 1,200 scripts per month); rent £50; reasonable purchase price; owner taking up research work.

(C9) CARDIFF (Residential Suburb).—Pharmacy with optical department, capable of substantial development; modern living accommodation, with good garden; returns for 1931 exceeded £2,000, since when the business has not had the proprietor's personal attention; rent £120 per annum; new lease by arrangement; purchase price to comprise approximate value of stock and fixtures only (about £1,000), which includes the value of the lease and the goodwill of the business; part could remain if necessary; the reasons for disposal are quite genuine.

(C10) DERBYSHIRE (Small Town): Death vacancy.—Established retail business with wholesale connection; average turnover £1,800—£2,000 per annum; rent £52, including living accommodation, or property can be acquired; reasonable purchase price.

(C11) KENT (NEAR LONDON).—Attractive pharmacy well fitted, situated in main shopping thoroughfare; returns under management exceed £3,000 per annum, with good scope for further increase; net profit to owner-proprietor approximately £400; purchase price £1,250.

(C12) SOUTHEND (NEAR).—Lock-up pharmacy, situated on main road, with excellent opportunities for development; reasonable rental; low purchase price; should be well suited to Chemist with limited capital (approximately £350).

(C13) CROYDON (Near).—Good cash business situated in busy semi-main street; average returns for past three years approximately £1,800 per annum; good N.H.I.; rent £90, including living accommodation, at present sub-let for £52 per annum; purchase price for quick sale, £750 or near offer; certified figures available to support returns, etc.

(C14) LIVERPOOL.—Established retail cash business situated on busy main road; average returns for past three years upwards of £1,600 per annum, with undoubted scope for further increase; present net profit to owner-proprietor upwards of £450 per annum; good living accommodation, self-contained; rent £95; rates approximately £27; purchase price £1,250 or near offer, which includes stock of approximately £500, and unique internal fixtures.

COMPREHENSIVE VALUATION SERVICE FOR ALL REQUIREMENTS.

THE ASSOCIATION OF MANUFACTURING CHEMISTS,
LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS,
Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL
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VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
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E. BROWN, F.N.A.A.
CHEMISTS' VALUER, EXPERT STOCKTAKER
& TRANSFER AGENT
I specialise in STOCKTAKING for Income Tax, etc. VALUA-
TIONS for Purchase, Sale, Partnership, or other purposes,
carefully conducted
30 years' actual trade experience at your service
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Early application is requested

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CHEMISTS' VALUER & TRANSFER AGENT
34 Marksbury Avenue, Richmond, Surrey
Personally conducts VALUATIONS for purchase, sale, and probate
purposes, **STOCK-TAKING** for Income Tax returns, in all parts
of the British Isles, at moderate terms. Accounts prepared and
Balance sheets certified by qualified Accountant.
All communications treated confidentially

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CHEMISTS' VALUER AND TRANSFER AGENT
135 Queen Street, Newton Heath, MANCHESTER
**Having recently disposed of several sound con-
cerns, I urgently require more—£400/£4,000.**
"Expert Service." "Personal Attention." (Tel. Failsworth 1913.)

BUSINESSES FOR DISPOSAL.

BOURNEMOUTH (Coast near), Chemists (including N.H.I.);
fast growing district with large population and no opposi-
tion; neglected under management; great chance for personal
proprietor; healthy spot, nice house; urgent reasons for sale;
£300 all at (new fittings and stock worth the money). Primmer,
10 Queen's Grove, Parkstone.

BRADFORD.—Old-established business in best locality; freehold
double-fronted house and shop; large mortgage obtainable or
let at low rent; good living under personal management; to be
sold at valuation only; no goodwill asked. "Park Pharmacy, Ltd.,"
9 Oak Lane, Bradford.

BRIGHTON.—Toilet and Drug Store; lock-up; long lease; finest
position on sea front; no opposition and West End prices;
owner bought another business; absolute bargain at £300, or value
stock and fixtures plus agreed sum for goodwill and lease; part
can remain. Holden, 64 Station Road, Portslade.

LONDON (South-West).—Very busy main road; Lock-up Shop
with very large, well-lighted basement; solid mahogany fit-
tings; long lease at £175, plus rates, £34; doing over £25, plus
N.H.I., under manager; steadily increasing and scope to treble.
Price £350, with stock at valuation, about £400. P.C.B.
72/120, Office of this Paper.

LONDON, WEST.—Middle-class Business; good Photo and Toilet
trade; takings £1,300; rent £55, rates £27; excellent oppor-
tunity at small cost; business neglected under manager; fixtures
and fittings £150, stock at value, about £300; only genuine buyers
who will come and inspect need apply. 409/14, Office of this
Paper.

MANCHESTER SUBURB.—Drug Stores; no near opposition;
thickly populated; large scope for N.H.I.; near Doctor's
Surgery; only wants seeing; splendid living accommodation.
Apply 411/27, Office of this Paper.

MIDLANDS.—Quick Cash Sale; owner leaving district; for valua-
tion; stock and fixtures only; turnover £1,000; capable of
increase; suit beginner; no agents. 409/37, Office of this Paper.

NEAR BOURNEMOUTH.—Chemist's Business for sale; takings
£14 to £15 per week; well fitted, with nice flat over;
double-fronted shop; at present under management; scope for
increase under personal supervision; value of stock and fixtures
about £480; reasonable offer considered; further information to
applicants sending references. 408/37, Office of this Paper.

SOUTHPORT.—Recently-established Business; good-class residen-
tial district; lock-up shop; rent 10s. per week; present returns
small, but increasing; suit young qualified man willing to work
hard to build up good family connection; price, including stock,
fittings and fixtures, £250, or near offer. 410/9, Office of this
Paper.

WARWICKSHIRE.—Respectable working-class neighbourhood;
small lock-up; fittings not quite completed on account of
sudden death; fixtures, utensils, drugs, patents, sundries; suit single
man; capital chance for beginner; rent 10s. weekly; no rates;
the lot £50 cash; this ridiculous price is for a quick sale. 410/25,
Office of this Paper.

WEST COUNTRY Market Town, main shopping street, newly-opened
Pharmacy, with good scope, especially Optics; upstairs living
accommodation, with every convenience; £600 cash or exchange
small London good-class business, with adjustment of price differ-
ence. This is undoubtedly an excellent proposition for a Chemist-
Optician with personality. 410/22, Office of this Paper.

BRANCH Business for sale in good-class London suburb; excel-
lently fitted double-fronted lock-up shop in good position;
good saleable stock; will sell at knock-out price for quick sale; cap-
able of big increase under personal management; partnership enter-
tained. 410/10, Office of this Paper.

CHEMIST'S Business and General Stores in West Country village;
N.H.I., Agricultural and Veterinary; now under management;
fine opportunity Qualified man; good house and garden attached;
lease, low rent; sidelines Newsagency, Stationery, Tobacco and
Grocery; good clean stock; audited figures; every investigation;
returns at present £35 per week approximately; price £250 or near
offer. Write S., c/o Messrs. Evans, Gadd & Co., Exeter.

CHEMIST'S Business for Disposal, near Southsea; busy main
road; nice house, bath, &c.; Kodak Agency; average returns
£15 per week; scope for substantial increase; vendor owns property
and will let at 25s. per week; purchase price £300 only; splendid
opportunity. 410/33, Office of this Paper.

DRUG and Photographic, riverside town, Middlesex; adjacent
industrial areas; excellent opening N.H.I.; lock-up shop;
lease 5 years with option; very low rental, 18s. 4d. per week
inclusive; redecorated; net profit £6; takings have been double;
Qualified should do well; price £350, plus stock, about £200.
P.C.B. 72/12, Office of this Paper.

FOR Sale, well-equipped Pharmacy, just opened, good district,
opposite station; bona fide buyers only; £950 all at; rent
£170, exclusive, per annum; £65 let off; no dealers. 409/28,
Office of this Paper.

MANUFACTURING Business, with Retail; London; age and
illness cause of sale; great scope; £275. P.C.B. 72/3, Office
of this Paper.

RETIRING.—Busy Country Business in Yorkshire; unusual
opportunity to one with £4,000 capital to acquire an old-
established business; Family, Photographic and Agricultural; every
help and introduction given to successor; particulars to prospective
buyers only. 409/7, Office of this Paper.

£75 CASH, balance can remain; unique opportunity to pur-
chase two Drug Stores, either together or separately;
both situated in busy main roads, S.E. London; profits average
£25 per week per shop, which could be increased; price, including
stock, fixtures, fittings, lease and goodwill, £125 each; £50 can
remain to ensure quick sale; domestic reasons cause of sale. Apply
30 Newington Butts, Elephant and Castle, or 'phone New Cross
0748.

BUSINESSES WANTED.

LONDON OR NEAR.—Private Chemist requires immediately a
sound business showing returns of not less than £2,000 per
annum; living accommodation optional; negotiations, on a strictly
cash basis, can be entered into for the immediate purchase of
a suitable business; direct introduction will be effected in strict
confidence upon application to Ernest J. George, 329 High Holborn,
W.C.1.

PRIVATE Chemist with capital up to £2,200 wishes to purchase
a sound business in a good market town, south of Birming-
ham; please write initially and in strict confidence for direct intro-
duction, &c., to Ernest J. George, 329 High Holborn, W.C.1.

SOUND Reliable Business wanted in London or the country; price
about £1,000; principals only. Full particulars of returns,
&c., with rent, to 410/5, Office of this Paper.

WANTED, by a Pharmacist, Genuine Business in South or South
Midlands doing upwards of £3,000 turnover; good market
town preferred, but not essential; no Optics; must bear every
investigation; £2,000 cash or a little more ready and waiting;
strict confidence observed. "Pharmacist," 7 Providence Place,
Stoke, Devonport, Devon.

WANTED, in London or within 60 miles radius, small Pharmacy
or Drug Store; give full particulars of turnover, value of
stock and price; if desired present owner could remain as partner
or manager; no objection to small turnover or neglected business.
409/8, Office of this Paper.

PREMISES TO LET.

BOGNOR REGIS, WEST.—Shop to Let, suitable for Dispensing Chemist; good house; splendid opening for above business. C. W. L., P.C.B. 72/4, Office of this Paper.

BOND STREET, a few yards from, in quiet street.—Exceptional opportunity to open Chemist's business, medium class (none near); 3 years' lease at £175 per annum inclusive; small lock-up shop, large window. 401/27, Office of this Paper.

HANWELL.—Two shops, fitted modern fronts and one with upper part, to let without premiums. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Telephone Mayfair 7666.

SOUTH-EAST LONDON.—Fine Shop to Let in a rapidly developing suburb, 10 miles from London Bridge, offering a magnificent opportunity to a Chemist; the shop is one of a capital parade of six shops, situate in a central position, practically opposite railway station, midway between the old and new town; extensive building operations still in progress; unlimited scope for an enterprising trader. Full particulars, Dyer, Son & Creasey, Chartered Surveyors, Sidcup. (Phone: Sidcup 223. Offices open until 5 p.m. Saturdays.)

PREMISES FOR SALE.

EXCELLENT Opening in uncatered-for suburb, Gloucestershire; cash Drugs, Dispensing, Panel, Tobacco, Wines, &c.; corner-shop; further particulars and photo of premises can be sent. 410/3, Office of this Paper.

SALE BY AUCTION.

Removed from Amersham and elsewhere for convenience of sale.

SALE ROOMS, 5 LITTLE BRITAIN (close to G.P.O.). LONDON, E.C.1.

The Well-made **FIXTURES OF TWO CHEMISTS' SHOPS**, including Drug Runs, Wall Showcases, Glass-fronted Counters, Silent Salesmen, Nests of Drawers, Mirrors, Cashiers' Desks, Tills, Window and other Display Fittings, Office Furniture, Safes, Typewriters, Chairs, &c.

B. NORMAN & SON

will Sell by Auction at their Sale Rooms, as above, WEDNESDAY NEXT, APRIL 26, at 1 o'clock.

View Day Prior. Catalogues on application. Telephone: National 6463.

APPOINTMENT.

KENT COUNTY COUNCIL.
PUBLIC ASSISTANCE DEPARTMENT.

THE County Council invites applications for the following non-resident appointment:—

MEDWAY HOSPITAL, CHATHAM.

DISPENSER-SECRETARY.—Salary £150 a year, rising by £5 a year to £200.

Candidates must be fully Qualified.

Applications to be made on forms obtainable from the Assistant Public Assistance Officer, Medway Hospital, Chatham, to be returned to him by not later than Monday, the 1st May, 1933.

Sessions House, W. L. PLATTS,
Maidstone. Clerk of the County Council.
19th April, 1933.

PARTNERSHIPS.

REQUIRED by Manufacturing Chemist in Midlands, Working Partner with capital to help extend profitable business in own lines and agencies over the country; suit live active man with ideas. Apply with full particulars to 408/38, Office of this Paper.

YOUNG enthusiastic Pharmacist, with moderate capital, desires to purchase working interest in manufacturing concern turning out established articles with definite market demand; only bona-fide applicants considered, and those unanswered in four days respectfully declined. P.C.B. 72/10, Office of this Paper.

£150 PARTNERSHIP.—Chemist's widow is desirous of meeting young Qualified Chemist and Optician or Chemist with view to opening new business in a growing neighbourhood; N. London; lady or gent. Apply in full confidence to P.C.B. 71/31, Office of this Paper.

AGENCIES.

ENGLISHMAN resident in Australia, who has travelled all over Australia, Tasmania and New Zealand, and has a large and influential connection among all buyers of Chemist's and Druggist's Sundries, wishes to represent British manufacturers of these and other lines; excellent references. David Sparks, "Tandanya," Barnes Road, Payneham, Adelaide, S.A.

VERY Efficient Manufacturers of Lipstick, Eyebrow, &c. Pencils, and other Cosmetic Lines, desire to place sole agency for United Kingdom with go-ahead and well-connected firm of good reputation; district agents may also be considered. P.C.B. 72/15, Office of this Paper.

APPRENTICES.

APPRENTICESHIP Required (17); now at London College Pharmacy; School certificate; distinction in Chemistry; good country town; educated Prior Park College, Bath. Scott, 83 Avenue Gardens, Ilford, Essex.

APPRENTICESHIP Wanted for two Rhodesian youths, ages 19 and 21; very ambitious. Replies to Box 112, Salisbury, Rhodesia.

SITUATIONS OPEN.

RETAIL (HOME).

TIMOTHY Whites beg to thank the applicants who kindly offered their services for the Unqualified Assistants' posts. Will those who did not receive replies kindly accept this as an intimation that the vacancies have been filled?

LONDON, E.—Qualified Chemist; N.H.I.; salary £4; must have good references; state age, height, when free. 409/25, Office of this Paper.

LONDON, EAST.—Qualified Assistant (male, 30 to 45), for new branch opening shortly; required at main shop short time for relief; permanency if suitable; well up in N.H.I. and general Retail; "D. & P." sales only; residing easy distance Aldgate; Counterman, Dispenser, Window-dresser, &c.; please state age and salary, moderate. "Branch," 408/4, Office of this Paper.

LONDON, S.E.—Qualified Dispenser required; very comfortable and easy position; ideal for elderly man; off Thursday 1 p.m.; salary £3 weekly; copies only of testimonials; no photographs. 409/27, Office of this Paper.

LONDON, N.W.—Wanted, Young Qualified Assistant (male); Private and N.H.I. Dispensing, Window-dressing and good Salesman. Full particulars, including salary and when disengaged, to P.C.B. 72/7, Office of this Paper.

SOMERSET.—Wanted, early in July, Qualified Lady, capable of taking charge; must be experienced and keen on Counter work; locum work before July possible. Apply, stating age, experience, height and salary required, enclosing photograph, to 409/6, Office of this Paper.

WEST RIDING.—Unqualified Assistant required; all-round experience, including knowledge of Photographic work, essential. Give age, full particulars and salary required to 410/16, Office of this Paper.

AN Opening will shortly occur on the staff of a Private Limited Company in South Yorkshire for a smart, enterprising Manager with Optical Qualification to open a new branch on large estate; excellent opportunity for young man looking for permanent position with distinct possibilities; investment considered; salary and commission on basis arranged at interview. Apply with full particulars to 410/18, Office of this Paper.

COMPETENT Young Lady Assistant required for London, W.; must have had good all-round experience. Apply, giving full particulars, to "Z," 219/847, Office of this Paper.

HARRODS, LTD., require the services of an experienced Qualified Counter Assistant for their Drugs Department; men between the ages of 28 and 35, with first-class West End experience, should apply personally to Assistant Staff Manager, 44 Hans Crescent, S.W.1, before 11 a.m.

JUNIOR Assistant wanted at once (time off allowed for study); state age, height, experience and salary required to Bridger, Chemist, Eastbourne.

JUNIOR Assistant, either sex, wanted in Cambridge. Please state age, experience and salary required to F. E. Harris, Chemist, Chatteris.

M.P.S.—Lady, good Counter appearance, energetic, all-round experience, permanency. Apply immediately, Paros, 12 Kimberley Parade, Woodhouse Road, N. Finchley, N.12.

MANAGER required for small branch near London; must be good Window-dresser, Salesman and Counter Prescriber; used to working-class business; age 25-28 years. Apply, with copies references and photo, to 408/30, Office of this Paper.

QUALIFIED Assistant (male; about 30) required shortly; good all-round experience essential. Please give full particulars in first letter, Beetham & Clark, Promenade, Cheltenham.

QUALIFIED Chemist, either sex, for evening engagement, 6 p.m. to 8 p.m., for North London Pharmacy. Apply stating age and salary required. 411/9, Office of this Paper.

QUALIFIED Chemists required as Holiday Reliefs, London area. State age, experience, salary required and when at liberty to 219/850, Office of this Paper.

QUALIFIED, energetic Manager (about 35) required for middle-class business, main road Surrey town; thorough experience in Counter work essential; give full particulars, including experience, height, whether married and salary required. 407/40, Office of this Paper.

QUALIFIED (Lady) to take charge of branch, West Wales town; state age, experience, salary, &c. Applications not answered within 7 days respectfully declined. Photo (snap); not returnable. 408/2, Office of this Paper.

QUALIFIED Lady or Gentleman immediately for sole charge of small branch shop about to be opened; moderate salary, increasing by commission as business is worked up; thorough knowledge of Photography essential; please state age, height, commencing salary required, enclose photo and references. Hirst, 256 Grange Road, Birkenhead.

QUALIFIED Lady, to take charge of Branch; pleasing address and appearance; energetic and good Window-dresser; state experience and salary required and when free, enclosing recent photo, which will be returned. Rossiters, Chemists, 2 Bampton Street, Tiverton, Devon.

QUALIFIED Man required for relief work two or three days weekly (not Fridays or Saturdays); quick cash Retail and N.H.I.; in South-West London. Write stating age, details of experience and time available. 410/4, Office of this Paper.

SMART Unqualified Assistant required for good-class Family Dispensing Business in S.W. London; man with good experience, age about 30; in reply please give full particulars and salary required. 410/12, Office of this Paper.

WANTED.—Qualified Assistant required in about a fortnight's time; either married or single; desiring permanency; capable of taking charge. Please state wages and references in first letter. Replies not answered within 7 days respectfully declined. T. & E. Hutchings, Ltd., 60 Nunhead Lane, London, S.E.15.

WANTED towards end of May, young Unqualified Assistant or improver, male, good general experience, including Window-dressing, Photographic and Dispensing. Apply giving full particulars of age, experience, wages required, &c., to Iliffe & Sons, Market Place, Nuneaton.

WANTED, Unqualified Lady Assistant (passed Part 1) for Drug and Optical Department. State age, wages and full particulars of experience not later than Saturday, April 29, to General Manager, Brighouse District Industrial Society, Ltd.

WANTED, Young Lady (qualified); one who is willing to build up Dispensing side of business; Bournemouth district; salary starting at £2 10s., with a bonus on profits; permanency; short hours; send photo if possible. 409/12, Office of this Paper.

WEST END.—Qualified Assistant wanted, with West-End experience; must be keen Salesman and good Window-dresser. Application to be made in first instance by letter, giving full particulars, age, experience, &c., to Hayman & Freeman, 93 Piccadilly, W.1.

WHOLESALE.

LANCASHIRE, Yorkshire and/or Midlands.—Experienced Representative to call on Clinics, Child Welfare Centres, &c., line already supplied regularly to Centres under control of Medical Officers of Health; excellent remuneration to right man, and permanency assured to business getter with personality and education. Full particulars in first instance to 219/845, Office of this Paper.

REGISTERED Pharmacist required (young) to take charge of the Manufacture of Medicinal Products at London works. Write, giving particulars of qualifications, experience, age and salary required, to 219/848, Office of this Paper.

REPRESENTATIVE required to carry concentrated Fruit Drinks in liquid form; commission basis only. Apply, with credentials, to Empira Food Products, New Duston.

REPRESENTATIVES Wanted to sell a Patented Electro-Medical article possessing unique merits, with absolutely no competition; approved by leading Hospitals and Medical men; already in public demand but capable enormous expansion; only men with first-class connections and references need apply; investigations will endorse every claim as to merits; salary and commission. 411/15, Office of this Paper.

REPRESENTATIVES on commission, calling Chemists, Beauty Parlours for (a) South Coast, (b) South-West Coast, (c) East Coast for good new Sunburn Lines. Write Eclipsol Laboratories, Bristol.

REQUIRED Immediately, a Chemist who is thoroughly experienced in the Manufacturing of Toilet and Medicinal Preparations. Write, stating age, particulars of past experience and salary required, to P.C.B. 72/19, Office of this Paper.

REQUIRED, men with high-class connections among Chemists in the Midlands; Qualified preferred, but not essential; can an advantage; to take up a new proposition with medicated confections; men with non-clashing lines apply; splendid opportunity. Full particulars "Convoy Confections, Ltd.," Newport, Mon.

SMART Packer wanted (between 22 and 30); must be used to parcel post packing of Toilet Articles. Apply by letter only, giving full particulars of age, wages and experience; 410/24, Office of this Paper.

WELL-KNOWN Wholesale House requires experienced man to take charge of "Wet" Department. Applicants must have held similar position, be able to control men and check galenicals. Give full particulars in your application. Replies to 219/852, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

CHEMIST, qualified; capable of Dispensing Prescriptions and Sale of Patent Medicines for pharmacy in Uganda; 3 years' agreement; state qualifications and salary required and when free; must be willing to comply with agreement if accepted. Parker, Winder & Achurch, Ltd., Advertising Department, 34 Berkley Street, Birmingham, 1.

SCIENTIFIC Representatives calling on Medical Profession in Egypt, India, South Africa, Australia, New Zealand wanted to introduce well-known Ethical Products on part-time basis. State experience, territory covered, lines handled and remuneration desired. 219/846, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.—ASSISTANT (21), experienced in all branches, good Dispenser and Window-dresser; Inter. B.Pharm.; disengaged. P. S., 60 Pennard Road, Shepherd's Bush, W.12.

A.A.A.—UNQUALIFIED (28), tall, smart appearance, 9 years' town and seaside first-class experience; keen Counterman; Window and Shop Display a speciality; excellent references; anywhere, home or abroad; permanent; disengaged. 219/851, Office of this Paper.

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